

10-14-2012

## Resist Steering Committee Meeting, Oct. 14, 2012

Resist

Follow this and additional works at: <https://digitalrepository.trincoll.edu/minutes>

---

### Recommended Citation

Resist, "Resist Steering Committee Meeting, Oct. 14, 2012" (2012). *Resist Board Meeting Minutes*. 367.  
<https://digitalrepository.trincoll.edu/minutes/367>

RESIST Board Meeting  
Oct. 14, 2012  
Minutes

Present: Jen Bonardi, Ravi Khanna, Yafreisy Mejia, Cynthia Bargar, Robin Carton, Saif Rahman, Greg Pehrson, Linda Thurston, Jim O'Brien, Marc Miller, Judy Hatcher

1) Approved Minutes for June and August – **approved.**

2) Robin talks about grantee K Lei Maile Hawaiian Civic Club's visit to Boston. They had a presentation at the Native Studies Association at Harvard and Robin went with them to the Peabody museum. Observed a ceremony honoring ancestors. 15 came from Hawaii. Saw artifacts.

Very appreciative of RESIST grant

*See Robin's Grant minutes*

3) Committee Business

**Finance:**

*See attached Finance Narrative*

We stand behind where we expected to be (see the last page of Finance Narrative on why we are far behind).

- 1 big donor has not given
- we have given out more money – but the board has authorized that
- we have transferred assets of about \$200,000, so our income from investment is down

We are getting close to the asset level that we are not allowed to go beyond.

Expenses - are expenses are lower; it will probably all wash out at the end of the year. Some savings will have expenses later

Program expenses are higher, but board authorized that.

Newsletter will turn out be on par, but has been coming out late, hence the drop. We expect to catch up by the end of the year.

**Fundraising: Ravi**

*See attached Fundraising Report.*

Our average contribution is down, but the numbers of donors are actually up. Ravi is hopeful that the end of the year appeal will make it up.

We have 100 more major donors.

Acquisition is a bit down from last year.

Major donors: two huge donors haven't come in. 1 will come in hopefully.

Ravi will look at the October results of the renewal and will follow up with major donors that didn't respond.



We wanted to do a major pledge drive over the summer, but that did not happen for numerous reasons, including Ravi's leave.

We also planned to do a few major events over the summer as well, but those will happen in the Spring of 2013

Projections forward:

We were a bit too ambitious.

We will be about \$44,000 short. Most is from bequests - which could come in. And a small amount of it is from lack of events.

Will be sending \$95,000 pieces for acquisition, instead of \$70,000 this month.

Noam Chomsky has agreed to sign another letter at the end of the year, sign posters for those who bump up their giving, and will be writing a post election analysis that we will send out over email.

Jen will do another movie screening.

We had two events on the west coast planned, but those hopefully will be pushed till the spring.

Marc wants the board to be helping and brainstorming with fundraising ideas - one was "here are a few charities instead of a wedding gift."

Robin: The role of the board is to review about the financial statement. It's essential for accountable/transparency.

Marc: the fundraising committee isn't very active. I'm concerned for the future how to sustain the organization at the larger level. "I'm a worrier".

Judy: Our role is the short term, but also long term viability. There are some generational things about fundraising - are we following trends. This is both strategic and hands on. That's usually happens at the fundraising committee level.

Saif: Just a note, in terms of fundraising, we are very close to two years ago - last year, with Occupy, people just seemed more excited to give a bit more.

Jenn: We also had a few bequests last year.

Robin: Both Judy and Marc are pointing to something, what committees are doing and what are the responsibilities of committees. Sometimes it's hard for our committees to meet. Not sure if it's Exec C or R&R committee.

Marc: If Romney wins, we will do very well. Our EOY one will be from Noam and will certainly play on what happens on the elections.

#### **Grants Committee:**

Y: it's been 6 months since we changed the charge of the committee, they don't weed out the grants. We are one of the committees that will benefit of having a retreat. We need to figure out the new mandate of the committee. We looked at 2012 work plan, we wanted to bring to the board meeting to expand on certain topical issues to bring the board (such as Becca and reproductive justice). In December we thought about doing one around organization and their budgets. Greg, Judy, Robin, Y and Camilo.

Robin: We can add that work plan list to these minutes. **Saif will get it from Y**



**Personal Committee:** Nelson, Ragini, Jim, and Kay worked on the evaluation. Kay is basically the only person left. Would like others to join the personal committee. Normally have convened monthly by phone.

Ravi: one of the best things was a board member were checking in with staff so issues wouldn't fester.

Judy: Some committees are very time bound, and others on more up and down committees. Maybe if you are one of the later, maybe you should think about personnel.

**Jim will join the personnel committee.**

Kay: the staff evaluation is heavy lifting.

**Robin: Proposal that we have a conversation at the December meeting about committees. EC be charged about that discussion and board members send to the EC what they thing. take this one and bring something to the Dec meeting, and how the system of committees should work.**

**PASSES**

**R&R Committee:**

Move to have Nisha on the Board.

**Nishsa PASSES**

Down to 15 members, Nelson resigned. R&R will talk about board culture

**RETREAT:** Proposal would be April.

Ravi, would like it to be sooner

Jim. I've been to one retreat, didn't find the discussions that valuable.

Y: Fine with happening in April, if we say in December we aren't recruiting anymore people. I think its hugely important for new folks to be at the retreat, its hard to set the tone without all the voices are there

Judy: Periodic retreats are very important. Externally, how the world has changed, and how internally we can meet. I think its important that every few years we do this. Benefit is to get out of normal space, heads. Its important that we decide and do it.

New board members come to a meeting is better than having their first meeting be a retreat.

Kay: seems to be two different things, one seems to be to get to know each other, and another one to vision. If we have certain business to do, we need to be focused on what the day is going to look like

Linda: Didn't realize how long it was since our last retreat. There is a tendency to do this in times of crises. What does the timing mean for people who come in from out of town?

Marc: We are basically in good shape, the issue is the very delaying the date - is the problem with everything else. It's a symptom, not the problem. 1) Function is to be a meet and greet but 2) there are lots of people who have never been to a RESIST retreat.

Jim: Can we get out a doodle poll about meetings next year

Robin will send out doodle pool soon.

## **RETREAT IS IN APRIL**

Will have a Saturday night dinner in February.

### **Executive Committee:**

Elections:

There are two year terms, it ended in April. If you want to nominate yourself - feel free!

Kay: it seems to make sense for the entire EC to be voted on at the same time.

**Jim: Proposal that Miabi would be retroactively president for two years 2014.**

**Passes.**

Ravi: There is a bit of confusion about who brings the political issues to discuss at each meeting. Miabi's recollection that it comes from grant committee.

Y: the EC is in charge with the agenda. Its the role the EC to check in with the grant committee to see if they want to bring a topic.

Marc: propose the EC takes the next step in the discussion.



**October 2012  
Grant Decisions**

## **Multi-Year Grants**

### *Renewals*

**1. Project Hope to Abolish the Death Penalty** **\$4,000**

P.O. Box 1362, Lanett, AL 36863    Esther Brown    334/499-0003    [www.phadp.org](http://www.phadp.org)  
to work with prisoners, advocates and allies to abolish the death penalty in Alabama.

Decision:        Full

**2. Vermont Workers' Center** **\$4,000**

294 North Winooski Avenue, Burlington, VT 05401    Bekah Mandell    802/861-4892    [www.workerscenter.org](http://www.workerscenter.org)  
for year three of multi-year funding for a workers rights group organizing for economic justice, including livable wages, affordable health care and humane workplaces.

Decision:        Full

### *New*

**3. South Carolina Progressive Network** **Defer**

P.O. Box 8325, Columbia, SC 29202    Brett Bursey    803/808-3384    [www.scpronet.com](http://www.scpronet.com)  
multi-year funding for a statewide coalition that works to create a grassroots mechanism for affecting public policy.

Decision:        Defer

Comments:

Need references.

## **General Support**

### **Central America, Latin American and the Caribbean**

**4. US Women and Cuba Collaboration** **Defer**

6508 27th Avenue NW, Seattle, WA 98177    Jan Strout    206/579-2788    [www.womenandcuba.org](http://www.womenandcuba.org)  
to build a strong women's movement dedicated to effecting change in US foreign policy towards Cuba.

Decision:        Defer

Comments:

Need references.

### **Community Organizing/Anti-Racism**

**5. Asian American Resource Workshop** **\$0**

42 Seaverns Ave, Boston, MA 02130    Allistair Mallillin    617/426-5313    [www.aarw.org](http://www.aarw.org)  
to empower Asian Americans for full participation in U.S. society specifically through increasing civic participation.

Decision:        No

Comments:

Have had a lot of turnover and seem to be moving in a new direction. ED left and the Board is stepping up and taking initiative. References were not good. Many questions were raised about organizational capacity.



**6. ACCION Westlake****Defer**

318 South Alvarado Street, Los Angeles, CA 90057 Enrique Velasquez 213/483-1000

to oppose the gentrification of the local community and create a better neighborhood using popular education, direct action and policy advocacy campaigns.

Decision: Defer

Comments:

Of the six references, most had not heard of them or seen their work. Liberty Hill, which did know them, said they were not effective and did not remain in contact. Written analysis is good but not clear that it is backed up by reality. Defer for one last chance to find references who know them.

**7. Manhattan Alliance for Peace and Justice****\$2,500**

P.O. Box 1561, Manhattan, KS 66505 Anne Cowan 785/537-2025 www.mapj.org

for a broad based social justice organization that links peace and economic justice issues.

Decision: Partial

Comments:

One of the only progressive entities in that part of Kansas. Are able to raise money from grassroots fundraising. Are not downplaying their political stances as rightwing Republicans overwhelm the state. Do a lot of education. Links to ongoing organizing strategy less clear.

**8. Olneyville Neighborhood Association****\$4,000**

122 Manton Avenue, Box 8, Providence, RI 02909 Susan Beaty 401/228-8996

www.onaprovidence.org

to build power among immigrant and low-income Latinos by focusing on human rights and justice through organizing, creating networks, and developing programs.

Decision: Full

Comments:

Answers to #11 need work. Active and vibrant coordinated team model. Six month window of rotating leadership may lead to some issues with stability. Over the past few years they have made a good transition from not playing well with others to a more collaborative model with allies. Are now able to push their more radical agenda while working in coalition. La Red is a great model and very effective. Have a good strategy and plan for work.

**9. Peace and Justice Action League of Spokane****\$3,000**

35 West Main Avenue, #120M, Spokane, WA 99201 Liz Moore 509/838-7870 www.pjals.org

to involve individuals and local communities in building foundations for a just and non-violent world.

Decision: Partial

Comments:

Old style peace and justice group that is very strategic. Building power and alliances in the region. Very clear that they are a white ally group and perceived that way in local communities of color.

**10. United Vision for Idaho****\$0**

1912 W. Jefferson, Boise, ID 83702 Adrienne Evans 208/869-3131 www.uvidaho.org

to improve the infrastructure of grassroots groups and the skills of their leaders and mobilize collaborative issue campaigns to change public policy.

Decision: No

Comments:

Vague programming. Poor references. Were powerful but now are no longer a "go to" organization in the state.



## Economic Justice

### 11. Low-Income Self-Help Center

\$2,000

525 W. Alma Avenue, San Jose, CA 95125 Peggy Elwell 408/977-1275

to empower, educate and organize the diverse low-income communities of Silicon Valley to fight for economic rights and justice.

Decision: Partial

Comments:

San Jose is a tough place to organize. Good references.

### 12. National Alliance of HUD Tenants

\$3,000

42 Seaverns Avenue, Jamaica Plain, MA 02130 Michael Kane 617/267-9564

[www.saveourhomes.org](http://www.saveourhomes.org)

to provide a national training and field support system to ensure that local organizers and tenant leaders have the tools they need for effective organizing. Also, stop mass displacement, homelessness and re-segregation.

Decision: Partial

Comments:

Moving to become a highly collaborative national organization. Low income tenants have become more active and leadership is percolating up. Come from more of a policy framework than one where housing is a human right.

## Environmental Justice

### 13. Red Clover Climate Justice

\$0

21 Decatur Street, Burlington, VT 05401 Will Bennington 201/919-1230

[redcloverclimatejustice.wordpress.com](http://redcloverclimatejustice.wordpress.com)

for a group working on climate justice by addressing the root causes of ecological destruction.

Decision: No

Comments:

Five young white college educated members. No one else involved. Not clear what their purpose is. Very ambitious without a lot of strategy. Participate with other groups who take the lead – but no real programming of their own.

## GLBTQ Rights

### 14. BreakOUT!

\$4,000

1001 S. Broad Street, #217, New Orleans, LA 70125 Wes Ware 504/473-2651

[www.youthbreakout.org](http://www.youthbreakout.org)

to develop the leadership of LGBTQ youth in New Orleans in order to fight the criminalization of young people, as well as, regulation of gender and sexuality.

Decision: Full / *Hell Yes!*

Comments:

Remarkable how far they have come in one year. Won the 2012 Out in the Silence Award. Have sought out training. Are bringing up new leaders so that will be prepared for any leadership transition.

**15. OUTreach Resource Center****\$3,000**

705 23rd Street, Ogden, UT 84401 Marion Edmonds 801/686-4528 [www.ogdenoutreach.org](http://www.ogdenoutreach.org)  
to build community and empower LGBTQ youth in a very homophobic area.

Decision: Partial

Comments:

Use a service to organizing model. Incredibly important work in a tough area. Won honorable mention in Out in the Silence awards.

**Health/AIDS/Disability Rights****16. NARAL Pro-Choice Montana****\$2,000**

P.O. Box 226, Helena, MT 59624 Julianna Crowley 406/443-0276 [www.prochoicemontana.org](http://www.prochoicemontana.org)  
to support and protect, as a fundamental right and value, a woman's freedom to make personal decisions regarding the full range of reproductive choices.

Decision: Partial

Comments:

Good references. Unclear where overlap occurs with Native American community – particularly in light of the newly proposed Indian Health Service ban on abortions.

**Labor and Employment Rights****17. Arizona Interfaith Alliance for Worker Justice****\$3,500**

331 E Willetta Street, Phoenix, AZ 85004 Cristina Sanidad 602/254-5452  
[www.azworkerrightscenter.org](http://www.azworkerrightscenter.org)

to build a union of underrepresented workers in Arizona to end anti-worker policies and injustice in the workplace.

Decision: Partial

Comments:

Seem to be developing real leadership from workers. Support reproductive rights.

**18. Jobs with Justice - South Florida****\$0**

1671 NW 16th Terrace, Miami, FL 33125 Kit Rafferty 305/324-1107 [www.sfjwj.org](http://www.sfjwj.org)  
for a coalition of labor, community and faith based organizations working to improve the life of working class folks in South Florida.

Decision: No

Comments:

Poor reference. Did not provide additional information requested after August cycle.

**19. Lawrence Community Connections****\$0**

18 Broadway, Lawrence, MA 01840 Milagro Grullon 978/683-3479 [www.community-connectionsinc.org](http://www.community-connectionsinc.org)  
for an organization working to advance the quality of life for immigrant workers and their families through a local worker's center.

Decision: No

Comments:

Have had a \$74,000 government contract. Unclear if it is being renewed. Proposal was very light on information. No real examples of organizing. Unclear what relationship is between LCC, MassCOSH and Jobs with Justice. Are they all true partners at the table? While there may be something good happening – unclear that they are the ones to do it. Suggest they come back.



**20. Lynn Worker Center for Economic Justice****\$2,000**

112 Exchange Street, Lynn, MA 01901 Carly McClain 781/595-2538

to address the problems of low-wage, non-union immigrant worker exploitation and abuse in Lynn and throughout the North Shore of Massachusetts.

Decision: Partial

## Comments:

2 staff members and only \$21,000 in salary. Third staff member is in-kind. No clarity in budget. Unclear how much staff time – including that donated from partner organizations (New Lynn Coalition and MassCOSH) – really exists. Seems to be services with protests instead of actual organizing for change. No forward thinking work. Not a good answer to question re: increasing diversity.

**Media Justice****21. Arizona Community Media Foundation****\$3,000**P.O. Box 27617, Tempe, AZ 85285-7617 Victor Aronow 480/829-5746 [www.azcmf.org](http://www.azcmf.org)

to provide broadcast training and capability to progressive communities, organizations, musicians and artists who have traditionally been excluded from the mass and public media.

Decision: Partial

## Comments:

Community radio can be a powerful tool. Amplifying organizing. Are just an internet radio station now while they pursue FM license. Part of FM goal is to keep an evangelical station from occupying that spot. Board is fairly white. Make a connection between them and Thin Air Radio.

**Native Americans/Native Peoples Rights****22. Sacred Sites Protection & Rights of Indigenous Tribes (SSP&RIT)****Defer**

P.O. Box 4081, Vallejo, CA 94950 Wounded Knee de Ocampo 707/373-7195

[www.sspandrit.host56.com](http://www.sspandrit.host56.com)

to advocate for Indigenous cultural rights and the protection of sacred sites.

Decision: Defer

## Comments:

Need references.

**Peace/Anti-Militarism****23. Civilian-Soldier Alliance - Colorado****\$2,000**3717 Inca Street, Denver, CO 80211 Amanda Martin 720/432-4203 [www.civsol.org](http://www.civsol.org)

to work with veterans and active-duty service members in Colorado to build a GI resistance movement towards a just foreign policy.

Decision: Partial

## Comments:

Budget is small – how will they raise additional funds? Need help accurately portraying income and expenses. Serious set of principles guiding how new members join. Work to ensure new members understand how to work in solidarity with veterans. Are working hard at making connections locally.



**24. National Lawyers Guild - Military Law Task Force**

**\$2,000**

730 N. First Street, San Jose, CA 95112 Kathy Gilbert 619/463-2361 [www.nlgmltf.org](http://www.nlgmltf.org)  
to aid GI resistance to military oppression and demand that the military adhere to democratic values.

Decision: Partial

Comments:

If not you who? If not now – when? Grassroots groups often need legal help to do their work. Other groups working with active duty soldiers and veterans rely on them, even though they are not doing the organizing themselves.

**25. Nebraskans for Peace**

**\$3,500**

941 O Street, #1026, Lincoln, NE 68508 Tim Rinne 402/475-4620 [www.nebraskansforpeace.org](http://www.nebraskansforpeace.org)  
to work nonviolently for peace with justice through community building, education and political action.

Decision: Partial

Comments:

Wrote article for the *Newsletter* not long ago. Use local issues as a means to address global ones. Are flexible and strategic. Built good relationships with Native American groups. Get media attention for their work.

**26. Peace Action - New Hampshire**

**\$1,500**

4 Park Street, #210, Concord, NH 03301 Will Hopkins 603/228-0559 [www.nhpeaceaction.org](http://www.nhpeaceaction.org)  
Funding for outreach efforts to increase public awareness of U.S. militarism spending and economics at home.

Decision: Partial

Comments:

Been around for a long time. Hanging in in new Hampshire. Diversity chart not filled out.

**Prisoners Rights/Criminal Justice**

**27. Critical Resistance - Los Angeles**

**\$2,500**

1137 E. Redondo Blvd., Inglewood, CA 90302 David Chavez 323/235-4243 [www.criticalresistance.org](http://www.criticalresistance.org)  
to challenge the Prison Industrial Complex and work to build communities that believe in securing basic needs, promoting self-determination, and reducing harm.

Decision: Partial

Comments:

Are building relationships. Involved in local Occupy movement.

**Women's Rights**

**28. 9 to 5 Los Angeles**

**\$4,000**

630 Shatto Place, 4th Floor, Los Angeles, CA 90005 Cathy Deppe 213/201-7029 [www.9to5california.org](http://www.9to5california.org)  
to work for economic justice for women through advocacy, public education, leadership development and direct action campaigns.

Decision: Full

Comments:

Able to understand the local implications of national policy – the military budget undermines domestic priorities. Good references.

## TA Grants

### 29. Fort Collins CAN!

**\$500**

P.O. Box 400, Fort Collins, CO 80522 Cheryl Distaso 970/419-8944 [www.fccan.org](http://www.fccan.org)  
for a technical assistance grant to work with Training for Change on organizational development issues and an anti-racist training.

Decision: Full

### 30. Olneyville Neighborhood Association

**\$500**

122 Manton Avenue, Box 8, Providence, RI 02909 Susan Beaty 401/228-8996  
[www.onaprovidence.org](http://www.onaprovidence.org)  
for a technical assistance grant to work with Boston Interpreters Collective on a language justice framework and on building multi-lingual spaces.

Decision: Full

<b>Total Number of Grants:</b>	25 general support grants; 3 multi-year grants; 2 TA grant; 26 not on agenda
<b>Total Amount Requested:</b>	\$109,000
<b>Total Allocation for Cycle:</b>	\$61,200
<b>Total Grants:</b>	\$47,500 general support grants; \$8,000 multi-year grants; \$1,000 TA grants
<b>Total Allocated:</b>	\$56,500
<b>Total # of Grants Allocated:</b>	17 general support grants; 2 multi-year grants; 2 TA grants
<b>Total # of Grants:</b>	

**Deferred:** Accion Westlake, SSP&RIT, South Carolina Progressive Network, US Women and Cuba Collaboration

**Hell Yes! Grants:** BreakOUT



## Not on the Agenda – October 2012

### 1. Alliance of Cambridge Tenants

135 Prospect Street, Cambridge, MA 02139 Fred Lewis 617/499-7031 [www.actcambridge.org](http://www.actcambridge.org)  
For an organization working on affordable housing issues through self-empowerment and tenants becoming social change agents.

*Reason:* Have been around for a very long time, but take no expansive positions on several issues. No real information on what they are working on.

### 2. Alliance of the Southeast

9204 S Commercial Avenue, #301, Chicago, IL 60617 Meghan McNamara 847/922-1213  
[www.asechicago.org](http://www.asechicago.org)

a coalition of schools, service organizations, labor unions and faith institutions working to build the capacity of leaders and organizers on the Southeast Side of Chicago.

*Reason:* Seems to have a large social service component (e.g. work with Cook County Courts and a summer internship program). Received a \$75,000 government grant from the Illinois Violence Prevention Program. A \$40,000 grant from the Woods Foundation. Are in the process of applying to CCHD. Weak answers regarding women's rights (only answer regarding reproductive rights) and glbtq rights. Most answers are "we ensure that any community member who wishes to be part of the coalition is able." - without specifics. Do not really answer #12. Seem very mainstream. No information on links to labor or other community organizing groups in the area.

### 3. Brazilian Women's Group

697 Cambridge St. Suite 106, Brighton, MA 02135 Heloisa Maria Galvao 617/202-5775 [www.verdeamarelo.org](http://www.verdeamarelo.org)  
for an emergency grant to continue work with Greater Boston Legal Services and Harvard Immigrant Project on informing the community about President Obama's Deferred Action to Childhood Arrivals.

*Reason:* Not an emergency. Seems to be a part of their ongoing work with the immigrant community.

### 4. Citizens for Alternatives to Radioactive Dumping

202 Harvard SE, Albuquerque, NM 87106 Janet Greenwald 505/242-5511 [www.cardnm.org](http://www.cardnm.org)  
for the Beyond Uranium Solidarity Tour which will bring community members, allies and activists together to tour radioactive waste dumps in New Mexico.

*Reason:* Not seeking technical assistance to support their organization. Application seems to be for funding of their regular work.

### 5. Desiree Alliance

PO Box 361, Fort Smith, AR 72902 Christine Sardina 479/222-6121 [www.desireealliance.org](http://www.desireealliance.org)  
to organize sex workers and their allies to seek civil, labor and human rights.

*Reason:* Mostly working on conference. Unclear if there is anything else - no apparent organizing. Have a very radical analysis around the sex worker issue, not sure it's more than that.

### 6. Drag it OUT

1310 SW 2nd Ct., Fort Lauderdale, FL 33315 Mandi Hawke 954/212-7112 [www.dragitOUT.org](http://www.dragitOUT.org)  
to create a safe space for exploring gender identity, and self-expression through workshops, and artistic projects.

*Reason:* Mostly an art show. Not sure they are organizing. Raise funds and then give them to charity, but are in financial need themselves. Very diverse. Come back when engaged in organizing.

### 7. FullFill Your Destiny

2951 Stanton Avenue, Springfield, IL 62703 Dana Pfeiffer 217/414-5708 [www.groundsofgrace.com](http://www.groundsofgrace.com)  
to pioneer innovative family homes to establish sustaining relationships for victims of human sexual exploitation and trafficking to attain extraordinary life.

*Reason:* Social services ministry. No positions on #11. Incorporate the language of religion into their programs but do not address the role of religion in the proposal. Appears to be almost all white women.



## **8. GEMDEMS**

7153 E. Main Street, Mesa, AZ 85207 John Chiazza 480/924-3367 [www.gemdem.com](http://www.gemdem.com)

to increase voter registration and voting rights in the East Valley of Maricopa County, Arizona.

*Reason:* Provided an EIN number but no tax exempt information. Are a registered political organization committee in Arizona. Recruit and support candidates for office. No organizing. Almost all white.

## **9. Global Spirit 21**

5772 Garden Grove Blvd., #487, Westminster, CA 92683 John Phalen 714/322-8848

[www.pacificdirections.net](http://www.pacificdirections.net)

for public service by persons of diverse religious backgrounds in a Spirit-grounded community.

*Reason:* Social service orientation. Seeking to start a post-secondary school.

## **10. Green Up Our Schools**

921 Walnut Street, #220, Boulder, CO 80302 James Farrell 303/565-2130 [www.greenupourschools.org](http://www.greenupourschools.org)

to provide grants and hands on support to elementary schools to establish green teams and recycling programs.

*Reason:* No organizing. School based. \$30,000 in assets. All white leadership. No collaborations with local activist groups.

## **11. International Association of Sufism**

14 Commercial Blvd., #101, Novato, CA 94949 Nahid Angha 415/472-6959 <http://ias.org>

for a UN NGO/DPI with a focus on human rights.

*Reason:* Education not organizing. Festivals, concerts and dialogues. Do international social service work as well.

Had a \$40,000 surplus last year. Majority white staff, volunteers and Board.

## **12. International Worker Justice Campaign**

P.O. Box 2951, Rocky Mount, NC 27802 Leah Fried 252/314-2363 [www.jwjc.org](http://www.jwjc.org)

for a coalition of organized labor and community working to gain the right to collective bargaining for public service workers in North Carolina.

*Reason:* Did not expand very much on Q.#11. Say they are a project of UE Research and Education Fund not sure if they just mean they're fiscal sponsor. Going from 60k income to 103+k income.

## **13. Justice at Work**

11 Arlington Street, Boston, MA 02116 Thomas Smith 857/237-0984 [www.jatwork.org](http://www.jatwork.org)

for an organization providing legal support to worker centers and participating members.

*Reason:* Not organizing. Providing support and legal services for groups doing organizing. Their own references are all folks well known and respected by RESIST.

## **14. LGBTQ Allyship**

1618 S. Lane Street, #2, Seattle, WA 98144 Debbie Carlsen 206/324-5850 [www.lgbtqAllyship.org](http://www.lgbtqAllyship.org)

to work as out-LGBTQ allies with other organizations to further immigrant rights, economic justice, health care and homeless youth advocacy.

*Reason:* Project \$69,000 in income in budget - only raised \$8,000 by June 30. Majority of work is education, legislative advocacy and house parties to sign advocacy campaign cards. Rejected by most progressive foundations they applied to. No significant mention of any other activist groups in Seattle area working on similar issues.

## **15. Movement Catalyst**

P.O. Box 4570, Washington, DC 20017 Anna Grant 202/470-0711 [www.movementcatalyst.org](http://www.movementcatalyst.org)

for a group offering grassroots organizations, particularly "take back the land" groups trainings and support in order to increase capacity.

*Reason:* Seem to be providing training and infrastructure support to different take back the land groups. No real cohesive list of these groups. Numbers are a bit hard to read; but include projections that are way over our budget cap.



**16. New Young Fathers.com**

503 Mall Court, Lansing, MI 48912 Rahman Shareef 313/437-2481 [www.newyoungfathers.com](http://www.newyoungfathers.com)

to help young fathers under the age of 25 become responsible men and fathers.

*Reason:* Unclear what the relationship is with NBI Bryans Inc. Most of work is social services. "Children who are raised without their fathers experience a powerful, negative impact of being raised in single parent homes." Have received funding from a number of mainstream sources. No connections with any organizing or social justice groups.

**17. North Carolinians Against Gun Violence (NCGV)**

P.O. Box 51565, Durham, NC 27717 Gail Neely [www.ncgv.org](http://www.ncgv.org)

for a statewide group working on preventing gun violence.

*Reason:* Voter, polling heavy. Say they are working with communities of color to learn from "these populations, what solutions they recommend". Sounds like they are not actually from these communities although they recognize these are the communities most affected by violence. Often a mainstream issue.

**18. Servant Hearts**

P.O. Box 1116, Bemidji, MN 56619 Cathy Perry 218/760-2415 [www.servant-hearts.org](http://www.servant-hearts.org)

for the Respect Awareness project which works to build more inclusive communities and safe school climates by dispelling homophobic fears.

*Reason:* Seek funding only on a project by project basis. Work focuses on "holistic" needs of LGBTQ communities, including LGBTQ faith and conversation. Project is mostly educational events and workshops. Unclear what the rest of the organizational work includes. Have brought five faith traditions to the table - but do not identify which ones. Allies are almost exclusively youth service providers. From the website: "Raising support for therapeutic needs, education seminars, spiritual encouragement, support programs developing talents and mentoring are the focus, allowing for growth and understanding the need for embracing diversity throughout the Greater Minnesota Region. Servant Hearts is a 501(c)(3) organization serving the community through sponsorship projects and programs for marginalized and at-risk youth and adults. We provide resources, support, services, and educational training, as well as on-going community outreach." On web site - all Board and staff are white and appear to be over 50. No youth appear involved.

**19. Social Justice Education**

89 Hancock Ave., Dorchester, MA 02125 Natasha Wilson 617/803-7121

for an organization that focuses on addressing education in a holistic and human approach within BPS and other community organizations.

*Reason:* Mostly do trainings. Not really organizing. Popular education is no longer a "revolutionary" concept.

**20. Somali Bantu Community Mutual Assistance Association of Lewiston/Auburn**

145 Lisbon Street, #506, Lewiston, ME 04240 Muhidin Libah 207/784-5556 [www.sbcmala.org](http://www.sbcmala.org)

to advocate for the rights of Somali Bantu immigrants in their local community.

*Reason:* Were funded at a very low level last year because of service side. Don't see much change in that. Major accomplishments consist of a soccer team, helping individuals with medication translation and storage, drumming and dancing. Not much detail on how they will run the Women's Empowerment Program. The executive committee is all men, but their most "progressive" work is the Women's Empowerment Program.

**21. The NOAH Project**

P.O. Box 83, Crestline, OH 44827 Su Rowles 419/683-3700 [www.noahprojectofohio.org](http://www.noahprojectofohio.org)

for a faith-based Community Development Corporation which seeks to improve the quality of life for all people through economic development and affordable housing.

*Reason:* Mostly construct and rehab property into affordable housing. No organizing. Have \$84,000 in assets. Budget and actuals do not make sense. All white.



**22. The Peace Project**

3830 Main Street, Culver City, CA 90232 Lisa Schultz 310/836-4603 [www.thepeaceproject.com](http://www.thepeaceproject.com)

for an international social movement utilizing creativity and community to change the world.

*Reason:* Founder originally developed multi-million dollar marketing and logistical programs for major brand labels. Decided to shift and host international art festivals including traveling exhibits. Significant amount of the work occurs in Sierra Leone. Partners include UNICEF, Levi's and the Diamond Manufacturing and Industry Association.

**23. VEGGI Farmers Cooperative**

4626 Alcee Fortier Blvd, #E, New Orleans, LA 70129 Daniel Nguyen 504/255-9170

[veggifarmcoop.com](http://veggifarmcoop.com)

for a farmers' coop in a mostly Vietnamese community in New Orleans East working to empower growers to create sustainable, high quality jobs and access to fresh foods.

*Reason:* Mostly talk about the business side of the Coop. Not really organizing. References are mostly mainstream organizations. Some of the "organizing" i.e. the landfill, it's not clear how they were involved.

**24. Voices of Distress Relieved (V.D.R.)**

796 West Lumsden Rd., Brandon, FL 33511 Maggie Dulcio 813/685-6700 [www.vdraction.org](http://www.vdraction.org)

to improve the life of the Haitian community as immigrants in the U.S. by helping folks acclimate and access resources and services.

*Reason:* Service based, both domestic and international.

**25. Westchester Martin Luther King, Jr. Institute for Nonviolence**

250 Bryant Avenue, White Plains, NY 10605 Julie Davis Carran 914/949-6555

[www.mlkwestchester.org](http://www.mlkwestchester.org)

for an organization continuing the non-violent social change teachings of Martin Luther King.

*Reason:* Mostly a conference, a library and a celebratory concert in January. Perhaps there's more with their police brutality and youth work; but little detail on that work. Perhaps come back with a better proposal that demonstrates more organizing.

**26. Workers Center for Racial Justice**

728 West Jackson, #105, Chicago, IL 60605 DeAngelo Bestor 312/307-2835

[www.center4racialjustice.org](http://www.center4racialjustice.org)

to remove structural barriers to sustainable and living wage employment for unemployed and low wage Black workers and advancing a radical agenda that will lead to economic equity for all workers.

*Reason:* Still do not seem to have gotten much momentum over last proposal. Do not have a formal infrastructure yet - instead building a network of supporters and leaders. Are applying to CCHD. No real specific responses to #11 - a global response without details. No local references - New York and Massachusetts. Still no relationships formed with long-term worker centers in Chicago. Still showing salaries of \$80,000 and income of \$116,000 - even though have only received \$6,500 so far.

# RESIST Finance Narrative

## January 1, 2012, to September 30, 2012

*Accompanies Statement of Net Assets and Statement of Activities*

### BIG PICTURE

Our *net income* (income less expenses) for January 1, 2012, through September 30, 2012, was a *loss* of about **\$337,435**. In our annual budget for this time period, we expected to have a net loss of **\$223,234** - which means that we are **\$114,201** behind where we expected to be at this time.

*Income* is lower than expected by **\$124,381**. *Expenses* are approximately **\$10,180** lower than anticipated. This means we have a difference of approximately **\$114,201** between where we expected to be at this time and where we actually are.

In our 2012 annual budget, RESIST planned to utilize \$40,000 from two bequests to cover the anticipated shortfall. \$30,000 will be from the Ed Baker Bequest to pay for additional grant spending. \$10,000 will be a loan from the Phillip Schleimer Bequest for new fundraising initiatives and to cover increased fundraising personnel costs.

### STATEMENT OF NET ASSETS (ITEM A)

At this time, we have assets of approximately \$550,056. This is about **\$126,712** less than we had at this time in 2011. The decrease in assets is primarily due to: 1) the Board authorization of approximately \$12,000 in additional grant spending; 2) lower expense spending of approximately \$10,000; and 3) a shortfall of \$124,381 in income at this point in time.

*Note:* RESIST is coming close to the net asset level that the Board voted could not be gone below. Temporarily restricted net assets must remain above \$350,000.

### STATEMENT OF NET ACTIVITIES (ITEM B)

#### **Revenue:**

Revenue is about **\$124,381** lower than budgeted: \$321,846 actual vs. \$446,227 in the budget.

#### Gifts and Pledges: **\$126,652** lower than budgeted

- *Internal mailing* contributions are approximately **\$72,946** less than budgeted. Income from the pledge program is **\$25,027** lower than expected. Appeals to current donors are **\$36,446** less than expected. Revenue from the *Newsletter* is **\$6,927** less than expected.
- *Prospect mailing* contributions are **\$9,943** under budget.
- *Special Contributions* are **\$43,763** lower than budgeted.

*Board Fundraising* is **\$1,075** less than budgeted.

*Unsolicited Gifts* (donations under \$500) were **\$1,077** less than expected.

*Major Donor* gifts underperformed budget expectations by **\$21,389**. Just a reminder that there has been a change in classification of donations over \$500. A significant number of current Major Donor donations were previously categorized as Internal Mailing or Unsolicited gifts.



One *Foundation Gift* of \$10,000 has been received from the Bardon-Cole Foundation.

No *Bequests* have been received yet, putting us **\$20,527** behind budget. However RESIST received notice of a \$1,000 bequest from the Trust of Carol K. Capizzi. The trust is currently tied up in legal proceedings and it is unclear when the bequest will be received. Nancy Baker also notified the office that there will be a final distribution from the Estate of Ed Baker this year. She anticipates the amount to be between \$5,000 and \$15,000.

Bottom Line: Gifts and Pledges are significantly underperforming. Over 200 major donors did not receive the March renewal appeal. They received a separate appeal in May and returns are only now beginning to even out. One major donor who had contributed \$30,000 by this point last year has not made any donations at this time.

Investment Income: **\$4,790** higher than budgeted

- *Interest and dividends* are **\$1,035** under budget.
- *Realized gains or losses* on the sale of investments are a gain of **\$1,608** under budget.
- *Unrealized gains or losses* on investments are a gain of **\$7,433** over budget.

Bottom Line: September investment income has *not* been reconciled. These numbers reflect market conditions as of September 30, 2012. \$185,000 has been transferred from RESIST's investment accounts at Morgan Stanley to Eastern Bank in order to cover income shortfalls. With \$185,000 less in invested assets, it is unclear that investment income budget numbers will be achieved by year end.

***Expenses:***

Expenses are about **\$10,180 less** than budgeted: \$659,281 actual vs. \$669,461 in the budget.

Fundraising expenses: **\$9,517 less** than budgeted

- *Internal mailing costs* are about **\$5,955** under the budgeted amount (pledge: **\$753**, ABC: **\$5,202**). This reflects minor discrepancies in the timing of receipt and payment for new 2012 bills. It is anticipated that these numbers will return to budget during October.
- *Prospect mailing costs* are about **\$1,946** under the budgeted amount. This also reflects discrepancies in the timing of receipt and payment for new 2012 bills.
- *Special Event costs* are **\$2,740** under the budgeted amount. This reflects the fact that RESIST has not held any house parties that were budgeted for 2012. While a \$6,000 savings from canceling house parties for 2012 will be expected – it is offset by a corresponding drop of \$5,000 in anticipated revenues from those house parties.
- *Misc, fundraising costs* are approximately **\$1,527** over budget. This is primarily due to special printing costs that were incurred for “thank you” letterhead.

Program expenses: **\$2,314 more** than budgeted

- *Grants Program allocations* are **\$14,820** over budget. At this time, General Support grants are **\$500 under** budget and Multi-Year grants are **\$20,000 over**. Accessibility grants are **\$4,000 under** budget. Technical Assistance grants are **\$500 more** than budgeted. Emergency grants are **\$500 under** budget.

During 2012, the Board has authorized this additional spending during regular Board meetings.



- *Newsletter* costs are \$9,084 less than budgeted due to the timing of the last two issues. The July/August issue of the *Newsletter* was mailed at the end of September. The September/October issue of the *Newsletter* will probably not be mailed until the end of October. After receipt of invoices for the September/October issue, *Newsletter* expenses will revert to budgeted amounts.
- *Web site* expenses are \$1,320 under budget due to timing of consultant's availability to perform contracted work.

Administrative Expenses: \$5,555 more than budgeted

- *General and Administrative* expenses are \$7,766 less than budgeted. Advertising costs are \$1,020 lower than expected. State charitable registration filing fees are \$1,144 lower than expected. Accounting fees are \$4,054 lower than expected. Travel and meeting expenses are \$1,375 lower than expected.

Bank and Credit Card fees are \$1,296 higher than expected. This is due to the increase in credit card donations. The good news is that there are more on-line donors. The mixed news is that the donations are not as high as would be like for each new donor.

- *Personnel* expenses are \$5,499 more than budgeted.

*Personnel costs* (excluding health insurance) are \$1,023 over budget. This is attributed to the raise the Board voted to phase in for Yafreisy.

*Health insurance* costs are \$4,476 over budget.

**RESIST, Inc.**  
**Statement of Activities - Short Form**  
**As of Spetember 30, 2012**

	YTD ACTUAL September 30	YTD BUDGET September 30	+/- BUDGET	ANNUAL BUDGET
<b>SUPPORT AND REVENUES</b>				
Internal Mailings	180,054	253,000	(72,946)	457,000
Prospecting	25,557	35,500	(9,943)	76,000
Special Contributions	88,637	132,400	(43,763)	357,750
Special Event Income	2,014	5,000	(2,986)	10,000
Misc. Revenue	1,297	830	467	2,170
Investment Income	2,762	3,797	(1,035)	5,500
Realized Gain (Loss)	1,092	2,700	(1,608)	3,000
Unrealized Gain (Loss)	20,433	13,000	7,433	20,000
	<u>321,846</u>	<u>446,227</u>	<u>(124,381)</u>	<u>931,420</u>
<b>Expense</b>				
<i>Fundraising</i>				
Internal Mailing Costs	25,750	31,705	(5,955)	46,250
Prospect Mailing Costs	35,103	37,050	(1,947)	76,750
Major Donor Costs	99	500	(401)	1,000
Special Event Costs	259	3,000	(2,741)	6,000
Misc. Fundraising Costs	6,249	4,722	1,527	6,350
<b>Total Fundraising Costs</b>	<u>67,460</u>	<u>76,977</u>	<u>(9,517)</u>	<u>136,350</u>
<i>Program</i>				
Grants Program	233,993	221,275	12,718	335,150
Communications Program	20,756	31,160	(10,404)	41,950
<b>Total Program Costs</b>	<u>254,749</u>	<u>252,435</u>	<u>2,314</u>	<u>377,100</u>
<i>Other</i>				
Personnel	268,048	262,549	5,499	350,241
General and Administrative	67,484	75,250	(7,766)	98,230
Board Expenses	1,537	2,250	(713)	3,300
<b>Total Other Costs</b>	<u>337,069</u>	<u>340,049</u>	<u>(2,980)</u>	<u>451,771</u>
<b>Total Expense</b>	<u>659,278</u>	<u>669,461</u>	<u>(10,183)</u>	<u>965,221</u>
<b>CHANGE IN NET ASSETS</b>	<b>(337,432)</b>	<b>(223,234)</b>	<b>(114,198)</b>	<b>(33,801)</b>
<b>NET ASSETS, BEGINNING OF YEAR</b>	<u>777,440</u>			<u>777,440</u>
<b>NET ASSETS, END OF YEAR</b>	<u>440,008</u>			<u>743,639</u>



**REED, INC.**  
**2012 Revised**  
**Income Projections**

	<b>FY 2012 Budget</b>	<b>YTD Actual</b>	<b>Revised Oct. - Dec. Projections</b>	<b>Revised 2012 Projection</b>	<b>2012 Budget Variance</b>	<b>2010 Actuals</b>	<b>2011 Actuals</b>	<b>2012 Projected</b>
<b>Income</b>								
<b>Internal Mailings</b>								
Pledges	157,000	76,218.80	\$55,500.00	131,718.80	(25,281.2)	147,302.00	145,355	131,718.80
Newsletter	50,000	24,028.48	\$14,500.00	38,528.48	(11,471.5)	40,952.00	44,233	38,528.48
ABC/House Mailings	250,000	74,452.92	\$118,369.38	192,822.30	(57,177.7)	176,637.00	239,385	192,822.30
<b>Total Internal Mailings</b>	<b>457,000</b>	<b>174,700.20</b>	<b>\$188,369.38</b>	<b>363,069.58</b>	<b>(93,930.4)</b>	<b>364,891.00</b>	<b>428,972</b>	<b>363,069.58</b>
<b>Prospecting</b>	<b>76,000</b>	<b>25,286.88</b>	<b>\$39,900.00</b>	<b>65,186.88</b>	<b>(10,813.1)</b>	<b>66,479</b>	<b>67,939</b>	<b>65,186.88</b>
<b>Special Contributions</b>								
Estates	40,000	4,473.00	\$0.00	4,473.00	(35,527.0)	373,753	55,000	4,473.00
Board Fundraising	2,000	0.00	\$0.00	0.00	(2,000.0)	0	1,196	0.00
E-Fundraising Campaigns	4,000	1,430.00	\$1,000.00	2,430.00	(1,570.0)	360	1,347	2,430.00
Employer Matching Grants	300	0.00	\$0.00	0.00	(300.0)	214	175	0.00
Foundations	15,000	10,000.00	\$5,000.00	15,000.00	0.0	2,000	34,494	15,000.00
Major Donors	290,000	76,011.05	\$315,320.00	391,331.05	101,331.1	274,153	265,493	391,331.05
Unsolicited	5,000	2,743.37	\$2,500.00	5,243.37	243.4	1,255	2,688	5,243.37
Baker Memorial Fund	1,000	0.00	\$7,500.00	7,500.00	6,500.0	0	150	7,500.00
Holmes Memorial Fund	150	0.00	\$0.00	0.00	(150.0)	225	40	0.00
Kurtz Memorial Fund	300	0.00	\$0.00	0.00	(300.0)	250	0	0.00
<b>Total Special Contributions</b>	<b>357,750</b>	<b>94,657.42</b>	<b>\$331,320.00</b>	<b>425,977.42</b>	<b>68,227.4</b>	<b>652,210.00</b>	<b>360,582</b>	<b>425,977.42</b>
<b>Special Event Income</b>								
House Parties	10,000	0.00	\$0.00	0.00	(10,000.0)	321.00	0	0.00
In-Kind Gifts or Services	0	0.00	\$0.00	0.00	0.0	0.00	0	0.00
Individual Donors	0	2,044.37	\$0.00	2,044.37	2,044.4	0.00	998	2,044.37
<b>Total Special Event Income</b>	<b>10,000</b>	<b>2,044.37</b>	<b>\$0.00</b>	<b>2,044.37</b>	<b>(7,955.6)</b>	<b>321.00</b>	<b>998</b>	<b>2,044.37</b>
<b>Sub Total</b>	<b>900,750</b>	<b>296,688.87</b>	<b>559,589.38</b>	<b>856,278.25</b>	<b>(44,471.7)</b>	<b>1,083,901.00</b>	<b>858,491.85</b>	<b>856,278.25</b>
<b>w/o Estate</b>						<b>710,148.00</b>	<b>803,491.85</b>	<b>851,805.25</b>

**RESIST, INC.**  
**2012 Year to Date**  
**Income**

Income	YTD Budget	Actual	Variance	YTD 2010			YTD 2011			FY 2012		
				#	Total Gifts	Avg. Gift	#	Total Gifts	Avg. Gift	#	Total Gifts	Avg. Gift
Internal Mailings												
Pledges	101,500	76,219	(25,281)	1,723	93,337	54.17	1,607	94,713	58.94	1,424	76,219	53.52
Newsletter	35,500	24,028	(11,472)	582	22,612	38.85	538	32,273	59.99	620	24,058	38.80
ABC/House Mailings	116,000	74,453	(41,547)	1,372	75,809	55.25	1,377	107,486	78.06	1,390	68,708	49.43
Total Internal Mailings	253,000	174,700	(78,300)	3,677	191,758	52.15	3,522	234,472	66.57	3,434	168,985	49.21
Prospecting	35,500	25,287	(10,213)	761	29,646	38.96	1,023	31,586	30.88	860	25,287	29.40
Special Contributions												
Estates	25,000	4,473	(20,527)	1	610	610.00	1	5,000	5,000.00	1	4,473	4,473.00
Board Fundraising	1,200	0	(1,200)	0	0	0.00	0	0	0.00	0	0	0.00
E-Fundraising Campaigns	1,500	1,430	(70)	18	1,025	56.94	0	0	0.00	14	1,430	102.14
Employer Matching Grants	150	0	(150)	0	0	0.00	0	0	0.00	0	0	0.00
Foundations	10,000	10,000	0	0	0	0.00	0	0	0.00	0	0	0.00
Major Donors	92,000	76,011	(15,989)	29	97,949	3,377.54	20	66,399	3,319.97	41	76,011	1,853.93
Unsolicited	2,350	2,743	393	16	8,619	538.71	46	32,708	711.04	40	12,743	318.58
Baker Memorial Fund	0	0	0	0	0	0.00	0	0	0.00	0	0	0.00
Holmes Memorial Fund	0	0	0	0	0	0.00	0	0	0.00	0	0	0.00
Kurtz Memorial Fund	200	0	(200)	0	0	0.00	0	0	0.00	0	0	0.00
Total Special Contributions	132,400	94,657	(37,743)	64	108,203	1,690.67	67	104,107	1,553.84	96	94,657	986.01
Special Event Income												
House Parties	5,000	0	(5,000)	0	0	0.00	0	0	0.00	0	0	0.00
In-Kind Gifts or Services	0	0	0	0	0	0.00	0	0	0.00	0	0	0.00
Individual Donors	0	2,044	2,044	21	3,890	185.22	0	0	0.00	34	2,044	60.13
Total Special Event Income	5,000	2,044	(2,956)	21	3,890	185.22	0	0	0.00	34	2,044	60.13
Sub Total Accumulative	425,900	296,689	(129,211)	4,523	333,497	73.73	4,612	370,165	80.26	4,424	290,974	65.77



Development Report  
October 2012

Attached is an Income Report (January 1 – September 30, 2012) and a Revised Income Projection for 2012.

Here is an overview...

<b>Pledge</b>	Total Contributions	# of Gifts	Average Gift
2012	\$76,468.80	1,425	\$53.66
2011	\$94,712.87	1,607	\$58.94

As you can see, our income from pledge contributors is down. We had actually budgeted for an increase of \$10,000 over last year. I had planned to do a big pledge drive this summer, but unfortunately was not able to implement the drive due to being out most of the summer. This year, as I was cleaning up the pledge list, I shifted a number of pledge donors who had lapsed or were late out of “pledge contributors” to the “donor” category. They received the renewal letter. A number of them, who were not responding to the pledge reminders, gave in response to the renewal letter.

We expect to make up for loss of income from pledge contributors, by the end of the year, in increases in renewal or major donor income.

<b>Newsletter</b>	Total Contributions	# of Gifts	Average Gift
2012	\$29,058	621	\$46.79
2011	\$32,273	538	\$59.99

Newsletter income is down in part due to the timing of the Newsletters. We were late sending out the July/August and the Sept./Oct. issues. We expect to make up for some of the loss by the end of the year. We are doing many more fundraising and issue based emails, which are bringing in a steady stream of income.

<b>Renewals (ABC)</b>	Total Contributions	# of Gifts	Average Gift
2012	\$71,253	1,433	\$49.72
2011	\$107,486	1,377	\$78.05

This year the response rate for our spring and summer appeal letters rate was much higher. However, the average contributions were much lower. I think the lower contributions reflect people feeling a need to make election related contributions. The good news is that our donor base is growing and we have loyal donors, who continue to give, even in an election year.

Also, a few of our donors have moved out of this category to becoming major donors. This year 100 people have moved up to the major donor category, based on their giving last year; which is reflected in the projected increase income from major donors.

<b>Acquisition</b>	Total Contributions	# of Gifts	Average Gift
--------------------	---------------------	------------	--------------

2012	\$25,287	860	\$29.40
2011	\$31,586	1,023	\$30.87

While average donations were close to last years, the response rate was lower for this year's spring prospecting letter. I attribute the lower response to people choosing to support political campaigns over new causes.

<b>Major Donors</b>	<b>Total Contributions</b>	<b># of Gifts</b>	<b>Average Gift</b>
2012	\$71,511	41	\$1,744
2011	\$66,399	20	\$3,320

As I mentioned earlier, we added a 100 new major donors this year. The average contribution is down due to two contributions which have not come in this year - \$30,000 from Thomas (I spoke with him and he said he plans to give the same amount this year) and 34,000 for Jay (who will not be giving again. However, with the increased number of donors we expect to not only meet our goal, but to exceed it by over \$100,000.

In addition to a pledge drive and events planning, I had planned on reaching out to some of our major donor who had not giving yet this year. The plan was to call or write people over the summer. We had to postpone that and will do targeted phone and letter writing effort in Mid-October.

### **Events**

We had budgeted to raise \$10,000 from event this year. Unfortunately, due to my absence I was unable to do the planning during the summer that would have been necessary to pull off successful events in the fall. The event hosted by Marc and Cynthia raised over \$2,000 and we hope to do a couple of smaller local events that might raise another \$1,000.

### **Revised Projections for 2012**

I expect we will make up most of the shortfall by the end of the year. My revised projections for Renewals, Prospects and Major Donors are based on the number of people receiving mailing, the response rates and average contributions. While not perfect, this has been a fairly reliable way to project our income. The revised projection is adjusted for a lower response rate and lower average contributions we are getting this year.

Even though we are behind our income goal, we expect to end ahead of last year (if we remove bequests), one of our best years ever. We probably projected a much larger increase, over last year, than maybe we should have in an election year.



Nisha Purushotham  
4 Day Street, Apt. 1  
Cambridge, MA 02140

September 22, 2012

Cynthia Bargar and Members of the Resist Board  
RESIST  
259 Elm Street, Suite 201  
Somerville, MA 02144

Dear Cynthia and Members of the Resist Board,

Thank you for the invitation to apply for membership on the Resist Board. Resist's commitment to providing funding and political education for grassroots organizations engaged in movement building inspires me deeply and resonates with my own commitment to and practice within the movement for social change.

As a queer first generation immigrant artist, I am drawn to communities living, working and creating on the margins of the global capitalist system. While recognizing that this marginalization stems from systemic injustice based on hegemonic control and an inequitable distribution of material wealth and certain types of power, I nonetheless observe and experience the margins as a space sustaining rich reserves of potent cultural resources and birthing the deepest and most long lasting changes to the present world economic and social order.

Growing up as a racial minority in small working class towns and middle and upper middle class suburbs, I experienced racial prejudice, discrimination and social ostracization as well as the exoticizing of my family's real and perceived cultural practices. These experiences instilled a strong sense of solidarity with others encountering similar forms of bigotry and ignorance as well as those enduring more oppressive forms of racialized social control.

As a young person in the United Methodist Church, I was trained to hear and see the call for justice, mercy and radically inclusive love embedded in the stories of the Hebrew scriptures and Christian gospel and enacted locally and globally by members of the congregation. After college, I participated in a United Methodist sponsored young adult social justice program and spent 18 months in India. There I worked with the Concerned for Working Children, an NGO which organized urban and rural child laborers working in informal sectors of the Indian economy and empowered rural-based artisans to form worker collectives rooted in traditional occupations. This experience nurtured my understanding of the interconnectedness of political, economic and social factors impacting grassroots communities in India and the central role these communities must play in visioning and bringing about environmental, economic and social justice across the country.

After returning to the US, I spent the next six years as a community organizer, first in Robeson County, North Carolina and then Providence, RI. In rural North Carolina, I worked with young mothers of color on a campaign to improve access and the quality of care their families received from the county's primary health care institution. I also organized leadership development trainings for youth lead by Lumbee and African American youth. In Providence, I worked with leaders within faith-based and labor organizations to address the issue of abandoned housing in economically poor and culturally rich neighborhoods and to create first time homeownership opportunities for new immigrant families in the city.

My experience as a community organizer strengthened my commitment to grassroots leaders and communities visioning and implementing actions and campaigns for social change. The model of organizing I experienced in Rhode Island also raised concerns for me about the subtle and explicit ways privilege on the basis of race, class, gender, immigrant status and orientation can be unexamined and perpetuated in the movement. I also found that this model did not recognize nor utilize the rich cultural awarenesses and resources of grassroots urban

communities. Cultural history, values and practices were not seen as sources of power and not understood as essential to the work of transformation.

In 2000, I began work as a full time musician and artist educator offering workshops and residencies for young people of color centered in Afro-Caribbean folkloric drumming traditions. My study of Afro-Caribbean folkloric music with master drummers from Cuba and the Dominican Republic highlighted drumming's central role in movements to resist and abolish slavery and to build alternative societies in the Caribbean. Over the past 12 years, I've found that beginning the work of political education and cultural transformation from a place of cultural legacy infuses these efforts with a sense of strength, creativity and power and makes them more impactful.

I am interested in serving on the RESIST Board because I respect the organization's commitment to movement building work visioned, planned and led by grassroots communities. I also value the organization's sense of the interconnectedness of the root causes of war, economic inequity, racism, classism, sexism, heterosexism and devastating environmental degradation. I also witness this sense of interconnectedness in RESIST's efforts to empower grantees to connect their work to movements across the globe. I am compelled by the organization's support of grassroots communities seeking to fundamentally transform systems of oppression and to create and nurture a just and peaceful world.

If selected to serve, I will bring skills in deep listening, framing meaning reflection, nurturing intercultural space and integrating drumming and song into the work of dialogue and decision making. I will also bring perspectives on cultural work born from my own experience as an artist educator and my observations of cultural work projects in Karnataka, India, Bahia, Brazil, Matanzas, Cuba, Providence, RI, Atlanta, GA and Oakland, CA.

I am excited by the possibility of building relationships with other RESIST Board members whose wealth of experience in organizing, political education, fundraising, and cultural work will deepen my understanding and practice. I would also look forward to learning about the powerful and creative work being visioned and sustained by grassroots communities in various parts of the country and the connections these communities are making with one another. Having never served on the board of a grant making body, I know I will learn much about how to effectively raise funds for, and distribute funds to organizations truly on the frontlines of social change. Finally, I sense that the process of reviewing grant applications and reflecting on these applications as well as movement building issues and strategies with board members will sharpen my analysis of systemic injustice and expand my perspectives on impactful means of social change.

It is a great honor to be invited to apply for Board membership. Thank you for your time and consideration.

Peace,

Nisha Purushotham

401-941-1371

[nisha.purushotham@gmail.com](mailto:nisha.purushotham@gmail.com)

[www.linkedin.com/in/nishapurushotham](http://www.linkedin.com/in/nishapurushotham)



# NISHA PURUSHOTHAM

*Musician, Accompanist, Artist Educator*

nisha.purushotham@gmail.com | (401) 941-1371 | www.nishapurushotham.com

---

## SUMMARY OF QUALIFICATIONS

- 20 years of formal training (cumulative) in classical piano, afro-caribbean percussion, tabla and voice
- 12 years of experience as artist educator in public and charter schools, colleges, DCYF programs, non-profit organizations, performing arts organizations, and religious institutions
- Superb community builder among populations with diversity in race, class, gender, culture and orientation
- Exceptional communicator with organizational staff, administrators, youth and adult learners
- Experienced workshop leader of highly interactive, thought provoking and reflective experiences tailored to the needs of groups and individuals
- Thorough manager of programmatic details
- Insightful evaluator of collective learning experiences
- Competent grant writer and fundraiser

---

## EXPERIENCE

### **Independent Musician**

*Performer, Accompanist, Artist Educator*

**Cambridge, MA**

Jul '99 – present

- Compose, perform, and record original songs, solo piano pieces, multi-voice chants, and polyrhythmic world percussion compositions
- Create percussion accompaniment for solo musicians, ensembles, and dance studios
- Design and implement artist-in-residencies exploring Afro-Caribbean percussion, cultural history, contemporary issues and music's role in community building and empowerment
- Direct performances in host communities featuring residency participants
- Conduct qualitative evaluations of residencies with staff and participants
- Raise funds through grantwriting and individual donors for projects and residencies

### **Syracuse University**

*Visiting Lecturer*

**Syracuse, NY**

Jan '12 – May '12

- Designed and facilitated interdisciplinary course on Afro-Caribbean folkloric traditions and intercultural community building for undergraduate and graduate students
- Mentored two apprentices in world music education methodology
- Evaluated course's learning products and values with university faculty

### **The Rhode Island Organizing Project**

*Community Organizer*

**Providence, RI**

Nov '96 – Jun '99

- Organized religious institutions and unions in racially and economically diverse communities to create power for social change in the community's interest
- Provided ongoing leadership training for grassroots leaders in the areas of organizing skills, power analysis, participatory research, theological and values based reflection and fundraising

### **Mission Intern Program, General Board of Global Ministries**

*Consultant*

**New York, NY**

Sept '95 – Nov '96

- Designed program orientation to build community among young adult applicants from racially and economically diverse communities

(continued)

(Nisha Purushotham, p. 2)

- Co-developed and co-lead participatory training in the areas of community organizing, economic, racial and gender justice, and theological and values based reflection to prepare program participants for overseas and domestic service learning experiences within grassroots and solidarity organizations.
- Assisted in program administration, development, implementation and evaluation

**Center for Community Action**  
*Community Organizing Intern*

**Robeson County, NC**  
Feb '94 – Jun '95

- Assisted in community-based program planning, development, implementation and evaluation in rural, low-income communities of color
- Extensive experiential training in community outreach and mobilization, participatory community needs assessment, team building, curriculum development, group facilitation, leadership training and proposal writing

---

## EDUCATION

Colby College, Bachelor of Arts, Anthropology and Psychology, 1992  
Coursework: Latin American History, International Development

Manchester College, Oxford University, Junior Year Abroad Program, 1991  
Coursework: Developmental Psychology, Modern Religious Thought, 18<sup>th</sup> Century Methodism

---

## MAJOR TEACHERS

Elissa Putukian, classical piano  
Sima Kustanovich, classical piano  
Robertico Arias, afro-cuban percussion  
Reynaldo Gonzalez, afro-cuban percussion  
Daniel Alfonso Herrera, afro-cuban percussion  
Nitin Mitta, tabla  
Christopher Pereji, tabla  
Kristi Martel, voice

---

## AWARDS

Community Service Award, International Gallery of Heritage and Culture  
Folk Arts Fellow, Massachusetts Cultural Council  
Folk Arts Fellow, Rhode Island State Council on the Arts

---

## SKILLS

Mac OSX and Windows operating systems, Microsoft Office Programs, Keynote, GarageBand, iPhoto, Constant Contact (email creation and manager), Weebly (website creation and management)



---

## REFERENCES

Excellent references available on request

Executive Committee discussed and approved the following Board Meeting Agenda for the meeting on October 14, 2012 via email. There was no formal meeting to the Executive Committee in October.

**RESIST Board Meeting  
October 14, 2012  
9:30 AM – 4:00 PM**

For this meeting, we have 29 requests to consider and we have approximately \$61,200 set aside for grants. There are two multi-year grant renewals this cycle (\$8,000) and one TA grant was awarded (\$500) which leaves a remainder of \$52,700 for one new multi-year request and 25 general support grants. The total requested for the cycle is \$108,500.

**Reading Assignments:**

Applications 1 - 3	everyone (2 multi-year cover sheets, 1 new multi-year grant)
Applications Odd	Carol, Jim, Linda, Camilo, Jen, Miabi, Ravi, Robin, Saif, Yafreisy
Applications Even	Cynthia, Kay, Judy, Greg, Marc, Ravi, Robin, Saif, Yafreisy
Applications TA/EG	Everyone (1 TA cover sheet)

**Board Meeting Assignments: TBA**

Facilitators:	Ravi	(Business)	(Grants)	Yafreisy
Minutes:	Saif	(Business)	(Grants)	Robin
Lunch:	Staff			

**DRAFT AGENDA**

- |       |   |                       |
|-------|---|-----------------------|
| I.    | Meet, eat, and greet                                      | 9:30 – 9:50 AM        |
| II.   | Agenda Review and Introductions                           | 9:50 – 10:00 AM       |
| III.  | Approve (or not) minutes June & August 2012 Board meeting | 10:00 – 10:05 AM      |
| IV.   | Grantmaking Allocations                                   | 10:05 – 1:00 PM       |
|       | <b>Lunch</b>  | <b>1:00 – 1:30 PM</b> |
| V.    | Grantmaking Allocations                                   | 1:30 – 2:00 PM        |
| VI.   | Review/reflect/evaluate Grantmaking                       | 2:00 - 2:10 PM        |
| VII.  | <u>Committee Business</u>                                 |                       |
|       | Finance Committee   | 10 mins               |
|       | Fundraising Committee                                     | 10 mins               |
|       | Communications Committee                                  | 5 mins                |
|       | Grant Committee   | 5 mins                |
|       | Personnel Committee                                       | 5 mins                |
|       | R&R Committee   | 10 mins               |
|       | Executive Committee                                       | 15 mins               |
| VIII. | Review/reflect/evaluate                                   | 2:45 – 2:50 PM        |
| IX.   | Clean-up/Adjourn  | 2:50 – 3:30 PM        |



**Finance Committee  
October 4, 2012  
Minutes**

Present: Jim O'Brien, Yafreisy Mejia, Ravi Khanna, Robin Carton, Becca Howes-Mischel, Linda Thurston

**1. Review of Un-reconciled September 2012 Financial Statements**

*See Financial Statements and Narrative*

Questions raised included:

- Where do the transfer of funds from the bequest accounts that are used to make up the 2012 deficit show up on the financial statements? Answer: they are below the line (below the bottom line) and do not appear as income in the financial statements.
- Will the areas currently showing savings (e.g. house parties) continue or go away? Answer: Areas of savings are in many places a wash with lower income projections.

**2. Revenue Analysis Projections**

Ravi provided an overview of the upcoming income streams and how the timing of mail drops have affected income. The specifics of the current financial status and Ravi's explanation are attached.

The September renewal mailing dropped late – so income projected for September will be arriving in October.

There will be a follow up renewal mailing in November. Those who do not give in November will get a second appeal in December.

Generally people who are not pledges are only solicited once every four months. "Soft asks" via e-blasts will complement paper solicitations.

Major donors removed from the March renewal appeal. Ravi tried a new approach to the major donors – putting together a different appeal for them that went out later. The returns, while evening out, did not come in until much, much later. This is not a strategy that he will repeat.

The spring prospect and renewal direct mailings did not perform very well. Possible that they were impacted by the election cycle and a slow economy.

Questions raised:

- Is there a way to analyze what these current returns mean?
- Is this a precarious financial moment or a trend?
- How well-prepared is RESIST in its income analysis?

Ravi noted that when he makes his projections he looks at the historic response to the number of pieces mailed and the amount of contributions, along with response rates. Then he uses a more conservative projection for what the final numbers will be.

Revenue is down across all internal mailing categories, but up in major donor contributions. This reflects movement of donors into different categories (from internal mailing to major donor). Projections for the end of the year show them as a wash (evening out).

Ravi expects to be down by \$44,000 at the end of the year – particularly in bequests and special events.

Ravi has not included a renewal of the \$25,000 gift from craigslist or \$20,000 from a major donor in his projections.

### **3. 2012 Work Plan Review**

1. Bi-monthly review of reconciled financial statements and narrative
2. Quarterly review of reconciled financial statements and narrative
3. Mid-Year analysis for course corrections as needed
4. Continue developing three year income and expense projections in collaboration with Committees.
  - a. The Finance Committee would like to suggest that each Committee meet during the Retreat to put forward budget requests – or vision statements – for the next three years. This will enable the Finance Committee to move forward on this piece of work.

### **4. Next Meeting**

Thursday, November 8<sup>th</sup> at 3:00 p.m.



# **RESIST Finance Narrative**

## **January 1, 2012, to September 30, 2012**

*Accompanies Statement of Net Assets and Statement of Activities*

### **BIG PICTURE**

Our *net income* (income less expenses) for January 1, 2012, through September 30, 2012, was a *loss* of about \$337,435. In our annual budget for this time period, we expected to have a net loss of \$223,234 - which means that we are \$114,201 behind where we expected to be at this time.

*Income* is lower than expected by \$124,381. *Expenses* are approximately \$10,180 lower than anticipated. This means we have a difference of approximately \$114,201 between where we expected to be at this time and where we actually are.

In our 2012 annual budget, RESIST planned to utilize \$40,000 from two bequests to cover the anticipated shortfall. \$30,000 will be from the Ed Baker Bequest to pay for additional grant spending. \$10,000 will be a loan from the Phillip Schleimer Bequest for new fundraising initiatives and to cover increased fundraising personnel costs.

### **STATEMENT OF NET ASSETS (ITEM A)**

At this time, we have assets of approximately \$550,056. This is about \$126,712 *less* than we had at this time in 2011. The decrease in assets is primarily due to: 1) the Board authorization of approximately \$12,000 in additional grant spending; 2) lower expense spending of approximately \$10,000; and 3) a shortfall of \$124,381 in income at this point in time.

*Note:* RESIST is coming close to the net asset level that the Board voted could not be gone below. Temporarily restricted net assets must remain above \$350,000.

### **STATEMENT OF NET ACTIVITIES (ITEM B)**

#### ***Revenue:***

Revenue is about \$124,381 **lower** than budgeted: \$321,846 actual vs. \$446,227 in the budget.

#### **Gifts and Pledges: \$126,652 lower than budgeted**

- *Internal mailing* contributions are approximately \$72,946 less than budgeted. Income from the pledge program is \$25,027 lower than expected. Appeals to current donors are \$36,446 less than expected. Revenue from the *Newsletter* is \$6,927 less than expected.
- *Prospect mailing* contributions are \$9,943 under budget.
- *Special Contributions* are \$43,763 lower than budgeted.

*Board Fundraising* is \$1,075 less than budgeted.

*Unsolicited Gifts* (donations under \$500) were \$1,077 less than expected.

*Major Donor* gifts underperformed budget expectations by \$21,389. Just a reminder that there has been a change in classification of donations over \$500. A significant number of current Major Donor donations were previously categorized as Internal Mailing or Unsolicited gifts.



One *Foundation Gift* of \$10,000 has been received from the Bardon-Cole Foundation.

No *Bequests* have been received yet, putting us \$20,527 behind budget. However RESIST received notice of a \$1,000 bequest from the Trust of Carol K. Capizzi. The trust is currently tied up in legal proceedings and it is unclear when the bequest will be received. Nancy Baker also notified the office that there will be a final distribution from the Estate of Ed Baker this year. She anticipates the amount to be between \$5,000 and \$15,000.

Bottom Line: Gifts and Pledges are significantly underperforming. Over 200 major donors did not receive the March renewal appeal. They received a separate appeal in May and returns are only now beginning to even out. One major donor who had contributed \$30,000 by this point last year has not made any donations at this time.

Investment Income: \$4,790 higher than budgeted

- *Interest and dividends* are \$1,035 under budget.
- *Realized gains or losses* on the sale of investments are a gain of \$1,608 under budget.
- *Unrealized gains or losses* on investments are a gain of \$7,433 over budget.

Bottom Line: September investment income has *not* been reconciled. These numbers reflect market conditions as of September 30, 2012. \$185,000 has been transferred from RESIST's investment accounts at Morgan Stanley to Eastern Bank in order to cover income shortfalls. With \$185,000 less in invested assets, it is unclear that investment income budget numbers will be achieved by year end.

**Expenses:**

Expenses are about \$10,180 less than budgeted: \$659,281 actual vs. \$669,461 in the budget.

Fundraising expenses: \$9,517 less than budgeted

- *Internal mailing* costs are about \$5,955 under the budgeted amount (pledge: \$753, ABC: \$5,202). This reflects minor discrepancies in the timing of receipt and payment for new 2012 bills. It is anticipated that these numbers will return to budget during October.
- *Prospect mailing* costs are about \$1,946 under the budgeted amount. This also reflects discrepancies in the timing of receipt and payment for new 2012 bills.
- *Special Event* costs are \$2,740 under the budgeted amount. This reflects the fact that RESIST has not held any house parties that were budgeted for 2012. While a \$6,000 savings from canceling house parties for 2012 will be expected – it is offset by a corresponding drop of \$5,000 in anticipated revenues from those house parties.
- *Misc, fundraising costs* are approximately \$1,527 over budget. This is primarily due to special printing costs that were incurred for “thank you” letterhead.

Program expenses: \$2,314 more than budgeted

- *Grants Program* allocations are \$14,820 over budget. At this time, General Support grants are \$500 under budget and Multi-Year grants are \$20,000 over. Accessibility grants are \$4,000 under budget. Technical Assistance grants are \$500 more than budgeted. Emergency grants are \$500 under budget.

During 2012, the Board has authorized this additional spending during regular Board meetings.



- *Newsletter* costs are \$9,084 less than budgeted due to the timing of the last two issues. The July/August issue of the *Newsletter* was mailed at the end of September. The September/October issue of the *Newsletter* will probably not be mailed until the end of October. After receipt of invoices for the September/October issue, *Newsletter* expenses will revert to budgeted amounts.
- *Web site* expenses are \$1,320 under budget due to timing of consultant's availability to perform contracted work.

Administrative Expenses: \$5,555 more than budgeted

- *General and Administrative* expenses are \$7,766 less than budgeted. Advertising costs are \$1,020 lower than expected. State charitable registration filing fees are \$1,144 lower than expected. Accounting fees are \$4,054 lower than expected. Travel and meeting expenses are \$1,375 lower than expected.

Bank and Credit Card fees are \$1,296 higher than expected. This is due to the increase in credit card donations. The good news is that there are more on-line donors. The mixed news is that the donations are not as high as would be like for each new donor.

- *Personnel* expenses are \$5,499 more than budgeted.

*Personnel costs* (excluding health insurance) are \$1,023 over budget. This is attributed to the raise the Board voted to phase in for Yafreisy.

*Health insurance* costs are \$4,476 over budget.

**RESIST, INC.**  
**Statement of Financial Position**  
**September 30, 2012 and 2011**

	<u>2012</u>	<u>2011</u>
<b>ASSETS</b>		
<b>CURRENT ASSETS:</b>		
Cash	\$53,810	(\$3,534)
Investments	471,099	661,281
Grants Receivable, Current	0	0
Prepaid Expenses, Inventory and Other Current Assets	19,797	13,019
Total Current Assets	<u>544,706</u>	<u>670,766</u>
 Property and Equipment, Net	 <u>3,119</u>	 <u>3,772</u>
 <b>OTHER ASSETS</b>		
Grants Receivable, Long-Term	0	0
Deposits	2,230	2,230
Total Other Assets	<u>2,230</u>	<u>2,230</u>
 Total Assets	 <u><u>\$550,055</u></u>	 <u><u>\$676,768</u></u>
<b>LIABILITIES AND NET ASSETS</b>		
<b>LIABILITIES</b>		
Grants Payable	\$84,300	\$92,000
Accounts Payable and Accrued Expenses	15,366	1,085
Accrued Payroll and Related Costs	12,382	7,893
Total Liabilities	<u>112,048</u>	<u>100,978</u>
 <b>NET ASSETS</b>		
Net Assets, Beginning of Year	777,440	841,947
Change in Net Assets	(339,432)	(266,157)
Net Assets, End of Period	<u>438,008</u>	<u>575,790</u>
 TOTAL LIABILITIES AND NET ASSETS	 <u><u>\$550,056</u></u>	 <u><u>\$676,768</u></u>



**RESIST, Inc.**  
**Statement of Activities - Short Form**  
**As of Spetember 30, 2012**

	YTD ACTUAL September 30	YTD BUDGET September 30	+/- BUDGET	ANNUAL BUDGET
<b>SUPPORT AND REVENUES</b>				
Internal Mailings	180,054	253,000	(72,946)	457,000
Prospecting	25,557	35,500	(9,943)	76,000
Special Contributions	88,637	132,400	(43,763)	357,750
Special Event Income	2,014	5,000	(2,986)	10,000
Misc. Revenue	1,297	830	467	2,170
Investment Income	2,762	3,797	(1,035)	5,500
Realized Gain (Loss)	1,092	2,700	(1,608)	3,000
Unrealized Gain (Loss)	20,433	13,000	7,433	20,000
	<u>321,846</u>	<u>446,227</u>	<u>(124,381)</u>	<u>931,420</u>
<b>Expense</b>				
<i>Fundraising</i>				
Internal Mailing Costs	25,750	31,705	(5,955)	46,250
Prospect Mailing Costs	35,103	37,050	(1,947)	76,750
Major Donor Costs	99	500	(401)	1,000
Special Event Costs	259	3,000	(2,741)	6,000
Misc. Fundraising Costs	6,249	4,722	1,527	6,350
<b>Total Fundraising Costs</b>	<u>67,460</u>	<u>76,977</u>	<u>(9,517)</u>	<u>136,350</u>
<i>Program</i>				
Grants Program	233,993	221,275	12,718	335,150
Communications Program	20,756	31,160	(10,404)	41,950
<b>Total Program Costs</b>	<u>254,749</u>	<u>252,435</u>	<u>2,314</u>	<u>377,100</u>
<i>Other</i>				
Personnel	268,048	262,549	5,499	350,241
General and Administrative	67,484	75,250	(7,766)	98,230
Board Expenses	1,537	2,250	(713)	3,300
<b>Total Other Costs</b>	<u>337,069</u>	<u>340,049</u>	<u>(2,980)</u>	<u>451,771</u>
<b>Total Expense</b>	<u>659,278</u>	<u>669,461</u>	<u>(10,183)</u>	<u>965,221</u>
<b>CHANGE IN NET ASSETS</b>	<b>(337,432)</b>	<b>(223,234)</b>	<b>(114,198)</b>	<b>(33,801)</b>
<b>NET ASSETS, BEGINNING OF YEAR</b>	<u>777,440</u>			<u>777,440</u>
<b>NET ASSETS, END OF YEAR</b>	<u>440,008</u>			<u>743,639</u>

**RESIST, Inc.**  
**Statement of Activities - Long Form**  
**As of September 30, 2012**

	YTD ACTUAL	YTD BUDGET	+/-	ANNUAL
	September 30	September 30	BUDGET	BUDGET
<b>SUPPORT AND REVENUES</b>				
<b>Internal Mailings</b>				
Pledges	76,473	101,500	(25,027)	157,000
Newsletter	24,027	35,500	(11,473)	50,000
ABC/House mailings	79,554	116,000	(36,446)	250,000
<b>Total Internal Mailings</b>	<b>180,054</b>	<b>253,000</b>	<b>(72,946)</b>	<b>457,000</b>
<b>Prospecting</b>	25,557	35,500	(9,943)	76,000
<b>Special Contributions</b>				
Bequests	4,473	25,000	(20,527)	40,000
Board Fundraising	125	1,200	(1,075)	2,000
E-Fundraising	1,205	1,500	(295)	4,000
Employer Matching Grants	600	150	450	300
Foundations	10,000	10,000	0	15,000
Major Donors	70,611	92,000	(21,389)	290,000
Unsolicited	1,273	2,350	(1,077)	5,000
Baker Memorial Fund	0	0	0	1,000
Cohen Memorial Fund	50	0	50	50
Holmes Memorial Fund	0	0	0	150
Kurtz Memorial Fund	300	200	100	300
<b>Total Special Contributions</b>	<b>88,637</b>	<b>132,400</b>	<b>(43,763)</b>	<b>357,800</b>
<b>Special Event Income</b>				
House Parties	0	5,000	(5,000)	10,000
Individual Donors	2,014	0	2,014	0
<b>Total Special Event Income</b>	<b>2,014</b>	<b>5,000</b>	<b>(2,986)</b>	<b>10,000</b>
<b>Misc. Revenue</b>				
Fiscal Sponsorship Fees	16	50	(34)	70
NWTRCC	320	800	(480)	1,500
Royalties	0	0	0	100
Merchandise Sales	961	980	(19)	1,500
Merchandise Expenses	0	(1,000)	1,000	(1,000)
<b>Total Other Revenue</b>	<b>1,297</b>	<b>830</b>	<b>467</b>	<b>2,170</b>
<b>Investment Income</b>				
Dividends and Interest	2,762	3,797	(1,035)	5,500
Realized Gain (Loss)	1,092	2,700	(1,608)	3,000
Unrealized Gain (Loss)	20,433	13,000	7,433	20,000
<b>Total Investment Income</b>	<b>24,287</b>	<b>19,497</b>	<b>4,790</b>	<b>28,500</b>
<b>Total Income</b>	<b>321,846</b>	<b>446,227</b>	<b>(124,381)</b>	<b>931,470</b>



**RESIST, Inc.**  
**Statement of Activities - Long Form**  
**As of September 30, 2012**

	YTD ACTUAL September 30	YTD BUDGET September 30	+/- BUDGET	ANNUAL BUDGET
<b>Expense</b>				
<b>Fundraising Costs</b>				
<b>Internal Mailing Costs</b>				
<b>Pledge Program</b>				
Printing	750	1,100	(350)	1,750
Postage	1,792	1,740	52	2,500
Mailhouse	1,410	1,865	(455)	2,500
Consultant	0	0	0	0
<b>Total Pledge Program</b>	<b>3,952</b>	<b>4,705</b>	<b>(753)</b>	<b>6,750</b>
<b>ABC/House Mailings</b>				
Printing	5,685	7,000	(1,315)	10,000
Postage	3,603	5,000	(1,397)	7,000
Photos and Graphics	420	0	420	0
Mailhouse	3,440	4,000	(560)	7,500
Consultant	8,650	11,000	(2,350)	15,000
<b>Total ABC/House Mailings</b>	<b>21,798</b>	<b>27,000</b>	<b>(5,202)</b>	<b>39,500</b>
<b>Total Internal Mailing Costs</b>	<b>25,750</b>	<b>31,705</b>	<b>(5,955)</b>	<b>46,250</b>
<b>Prospect Mailing Costs</b>				
Printing	11,163	9,500	1,663	20,500
Postage	11,279	11,150	129	23,000
Mailhouse	4,842	4,000	842	9,000
Consultants	4,125	4,000	125	8,000
Photos and Graphics	350	800	(450)	1,250
List Rentals	3,345	7,600	(4,255)	15,000
<b>Total Prospect Mailing Costs</b>	<b>35,104</b>	<b>37,050</b>	<b>(1,946)</b>	<b>76,750</b>
<b>Major Donor Costs</b>				
Printing	0	0	0	500
Postage	99	500	(401)	500
<b>Total Major Donor Costs</b>	<b>99</b>	<b>500</b>	<b>(401)</b>	<b>1,000</b>
<b>Special Events</b>				
House Parties	76	3,000	(2,924)	6,000
Printing	0	0	0	0
Postage	184	0	184	0
<b>Total Special Events</b>	<b>260</b>	<b>3,000</b>	<b>(2,740)</b>	<b>6,000</b>
<b>Misc. Fundraising Costs</b>				
Administrative Fees	288	150	138	200
Books and Subscriptions	1,574	2,000	(426)	2,000
Equipment Rental and Maintenance	172	114	58	150
Printing	2,140	18	2,122	150
Postage	1,863	2,140	(277)	2,750
Promo Merchandise	115	0	115	500
Supplies	97	50	47	100
Travel and Meetings	0	250	(250)	500
<b>Total Misc. Fundraising Costs</b>	<b>6,249</b>	<b>4,722</b>	<b>1,527</b>	<b>6,350</b>
<b>Total Fundraising Costs</b>	<b>67,462</b>	<b>76,977</b>	<b>(9,515)</b>	<b>136,350</b>



**RESIST, Inc.**  
**Statement of Activities - Long Form**  
**As of September 30, 2012**

	YTD ACTUAL	YTD BUDGET	+/-	ANNUAL
	September 30	September 30	BUDGET	BUDGET
<b>Program Costs</b>				
<b>Communications Program</b>				
<b>Newsletter Costs</b>				
Printing	9,691	14,400	(4,709)	18,000
Postage	3,985	8,820	(4,835)	12,750
Mailhouse	5,747	5,040	707	7,500
Consultants	713	700	13	700
Photos and Graphics	0	260	(260)	400
<b>Total Newsletter Costs</b>	20,136	29,220	(9,084)	39,350
<b>Website &amp; Internet</b>	620	1,940	(1,320)	2,600
<b>Total Communications Program</b>	20,756	31,160	(10,404)	41,950
<b>Grants Program</b>				
<b>Grant Allocations</b>				
General Support Grants	162,700	163,200	(500)	246,000
Multi-Year Grants	64,000	44,000	20,000	64,000
Accessibility Grants	0	4,000	(4,000)	4,000
Emergency Grants	1,500	2,000	(500)	3,500
Technical Assistance Grants	3,500	3,000	500	6,000
NWTRCC Grants	320	1,000	(680)	1,500
Baker Memorial Grant	0	0	0	500
Cohen Memorial Grant	0	0	0	500
Holmes Memorial Grant	0	0	0	500
Kurtz Memorial Grant	0	0	0	500
Salzman Memorial Grant	0	0	0	500
<b>Total Grant Allocations</b>	232,020	217,200	14,820	327,500
<b>Equipment Rental</b>	1,713	2,180	(467)	2,900
<b>Library</b>	0	0	0	0
<b>Memberships and Dues</b>	0	400	(400)	400
<b>Printing</b>	2	450	(448)	600
<b>Postage</b>	259	545	(286)	750
<b>Travel and Meetings</b>	0	500	(500)	3,000
<b>Supplies</b>	0	0	0	0
<b>Total Grants Program</b>	233,994	221,275	12,719	335,150
<b>Total Program Costs</b>	254,750	252,435	2,315	377,100
<b>Personnel</b>				
Employee Salaries	175,272	174,091	1,181	232,120
Payroll Taxes	15,256	15,667	(411)	20,890
Pension Plan Match	7,011	6,962	49	9,284
Health Insurance	69,555	65,079	4,476	86,772
Workers Compensation	454	0	454	425
Staff Development	500	750	(250)	750
<b>Total Personnel</b>	268,048	262,549	5,499	350,241
<b>General and Administrative</b>				
Advertising and Outreach	880	1,900	(1,020)	2,500
Books & Subscriptions	132	250	(118)	250
Depreciation and Amortization	0	0	0	750
<b>Dues, Fees and Fines</b>				
Bank & Credit Card Fees	5,481	3,555	1,926	6,500
Dues	0	200	(200)	200
Finance Charges	31	50	(19)	100
Fines	0	0	0	85
Late Fees	205	155	50	165
<b>Total Dues, Fees and Fines</b>	5,717	3,960	1,757	7,050



**RESIST, Inc.**  
**Statement of Activities - Long Form**  
**As of September 30, 2012**

	YTD ACTUAL	YTD BUDGET	+/-	ANNUAL
	September 30	September 30	BUDGET	BUDGET
Equipment Rental & Maintenance	1,151	1,550	(399)	2,000
Filing Fees - State	3,506	4,650	(1,144)	5,000
Insurance				
Director and Officers	2,225	2,400	(175)	2,400
Liability	697	750	(53)	750
Property	1,058	1,250	(192)	1,250
Total Insurance	3,980	4,400	(420)	4,400
Minor Office Equipment	284	0	284	1,000
Occupancy expenses				
Rent	34,065	36,023	(1,958)	48,030
Repairs and Maintenance	0	0	0	250
Utilities	1,878	2,910	(1,032)	3,500
Sub Lease (rent)	(13,400)	(15,075)	1,675	(20,100)
Sub Lease (utilities)	(569)	(1,125)	556	(1,500)
Total Occupancy expenses	21,974	22,733	(759)	30,180
Printing & Copying	0	500	(500)	650
Postage, Shipping, Delivery				
US Post Office	273	575	(302)	650
Postage Due/BRE Costs	2,880	3,200	(320)	5,000
Total Postage, Shipping, Delivery	3,153	3,775	(622)	5,650
Professional Fees				
Accounting	18,546	22,600	(4,054)	25,000
Brokerage fees	1,580	1,950	(370)	2,500
Consultant	1,876	0	1,876	1,000
Temporary Help	0	0	0	0
Total Professional Fees	22,002	24,550	(2,548)	28,500
Supplies	2,333	2,700	(367)	3,800
Telephone	1,526	2,062	(536)	2,750
Travel & Meeting Expenses				
Conference & Meeting Fees	0	250	(250)	500
Meals & Food	565	470	95	750
Travel	280	1,500	(1,220)	2,500
Total Travel & Meeting Expenses	845	2,220	(1,375)	3,750
Total General and Administrative	67,483	75,250	(7,767)	98,230
Board Expense				
Postage	23	30	(7)	50
Travel	1,203	1,650	(447)	2,500
Food	312	570	(258)	750
Total Board Expense	1,538	2,250	(712)	3,300
Total Expense	659,281	669,461	(10,180)	965,221
Net Ordinary Income	(337,435)	(223,234)	(114,201)	(33,751)
Total Increase (Decrease) in Net Assets	(337,435)	(223,234)	(114,201)	(33,751)
Net Assets, Beginning of Year	777,440			777,440
Net Assets, End of Period	440,005			743,689



**RESIST, INC.**  
**Budget Overview 2012**

	<b>FY 2012</b>	<b>YTD Actual</b>	<b>Oct. - Dec. Projections</b>	<b>Total Projected for 2012</b>	<b>Year End Variance</b>	<b>2010 Actuals</b>	<b>Difference ('10 v '12)</b>
<b>Income</b>							
<b>Internal Mailings</b>							
Pledges	157,000	76,219	55,500	131,719	(25,281)	147,302	(15,583)
Newsletter	50,000	24,028	14,500	38,528	(11,472)	40,952	(2,424)
ABC/House Mailings	250,000	74,453	118,369	192,822	(57,178)	176,637	16,185
<b>Total Internal Mailings</b>	<u>457,000</u>	<u>174,700</u>	<u>188,369</u>	<u>363,070</u>	<u>(93,930)</u>	<u>364,891</u>	<u>(1,821)</u>
<b>Prospecting</b>	76,000	25,287	39,900	65,187	(10,813)	66,479	(1,292)
<b>Special Contributions</b>							
Estates	40,000	4,473	0	4,473	(35,527)	373,753	(369,280)
Board Fundraising	2,000	0	0	0	(2,000)	0	0
E-Fundraising Campaigns	4,000	1,430	1,000	2,430	(1,570)	360	2,070
Employer Matching Grants	300	0	0	0	(300)	214	(214)
Foundations	15,000	10,000	5,000	15,000	0	2,000	13,000
Major Donors	290,000	76,011	315,320	391,331	101,331	274,153	117,178
Unsolicited	5,000	2,743	2,500	5,243	243	1,255	3,988
Baker Memorial Fund	1,000	0	7,500	7,500	6,500	0	7,500
Holmes Memorial Fund	150	0	0	0	(150)	225	(225)
Kurtz Memorial Fund	300	0	0	0	(300)	250	(250)
<b>Total Special Contributions</b>	<u>357,750</u>	<u>94,657</u>	<u>331,320</u>	<u>425,977</u>	<u>68,227</u>	<u>652,210</u>	<u>(226,233)</u>
<b>Special Event Income</b>							
House Parties	10,000	0	0	0	(10,000)	321	(321)
In-Kind Gifts or Services	0	0	0	0	0	0	0
Individual Donors	0	2,044	0	2,044	2,044	0	2,044
<b>Total Special Event Income</b>	<u>10,000</u>	<u>2,044</u>	<u>0</u>	<u>2,044</u>	<u>(7,956)</u>	<u>321</u>	<u>1,723</u>
 <b>Sub Total</b>	 <b>900,750</b>	 <b>296,689</b>	 <b>559,589</b>	 <b>856,278</b>	 <b>(44,472)</b>	 <b>1,083,901</b>	 <b>(227,623)</b>
<b>Accumulative</b>							



**RES INC.**  
**Budget Overview 2012**

	September 12 Budget	Actual	Variance	YTD Budget	Actual	Variance
<b>Income</b>						
<b>Internal Mailings</b>						
Pledges	22,000.00	9,599.50	(12,400.50)	101,500.00	76,218.80	(25,281.20)
Newsletter	6,500.00	4,198.00	(2,302.00)	35,500.00	24,028.48	(11,471.52)
ABC/House Mailings	5,000.00	10,690.20	5,690.20	116,000.00	74,452.92	(41,547.08)
<b>Total Internal Mailings</b>	33,500.00	24,487.70	(9,012.30)	253,000.00	174,700.20	(78,299.80)
<b>Prospecting</b>	1,000.00	575.00	(425.00)	35,500.00	25,286.88	(10,213.12)
<b>Special Contributions</b>						
Estates	10,000.00	0.00	(10,000.00)	25,000.00	4,473.00	(20,527.00)
Board Fundraising	0.00	0.00	0.00	1,200.00	0.00	(1,200.00)
E-Fundraising Campaigns	500.00	890.00	390.00	1,500.00	1,430.00	(70.00)
Employer Matching Grants	0.00	0.00	0.00	150.00	0.00	(150.00)
Foundations	0.00	0.00	0.00	10,000.00	10,000.00	0.00
Major Donors	29,000.00	10,500.00	(18,500.00)	92,000.00	76,011.05	(15,988.95)
Unsolicited	200.00	20.00	(180.00)	2,350.00	2,743.37	393.37
Baker Memorial Fund	0.00	0.00	0.00	0.00	0.00	0.00
Holmes Memorial Fund	0.00	0.00	0.00	0.00	0.00	0.00
Kurtz Memorial Fund	100.00	0.00	(100.00)	200.00	0.00	(200.00)
<b>Total Special Contributions</b>	39,800.00	11,410.00	(28,390.00)	132,400.00	94,657.42	(37,742.58)
<b>Special Event Income</b>						
House Parties	0.00	0.00	0.00	5,000.00	0.00	(5,000.00)
In-Kind Gifts or Services	0.00	0.00	0.00	0.00	0.00	0.00
Individual Donors	0.00	0.00	0.00	0.00	2,044.37	2,044.37
<b>Total Special Event Income</b>	0.00	0.00	0.00	5,000.00	2,044.37	(2,955.63)
 <b>Sub Total</b>	 74,300.00	 36,472.70	 (37,827.30)			
<b>Accumulative</b>	425,900.00	296,688.87	(129,211.13)	425,900.00	296,688.87	(129,211.13)



**RES INC.**  
**Budget Overview 2012**

	September 12 Budget	Actual	Variance	YTD Budget	Actual	Variance
<b>Income</b>						
<b>Internal Mailings</b>						
Pledges	22,000.00	9,599.50	(12,400.50)	101,500.00	76,218.80	(25,281.20)
Newsletter	6,500.00	4,198.00	(2,302.00)	35,500.00	24,028.48	(11,471.52)
ABC/House Mailings	5,000.00	10,690.20	5,690.20	116,000.00	74,452.92	(41,547.08)
<b>Total Internal Mailings</b>	33,500.00	24,487.70	(9,012.30)	253,000.00	174,700.20	(78,299.80)
<b>Prospecting</b>	1,000.00	575.00	(425.00)	35,500.00	25,286.88	(10,213.12)
<b>Special Contributions</b>						
Estates	10,000.00	0.00	(10,000.00)	25,000.00	4,473.00	(20,527.00)
Board Fundraising	0.00	0.00	0.00	1,200.00	0.00	(1,200.00)
E-Fundraising Campaigns	500.00	890.00	390.00	1,500.00	1,430.00	(70.00)
Employer Matching Grants	0.00	0.00	0.00	150.00	0.00	(150.00)
Foundations	0.00	0.00	0.00	10,000.00	10,000.00	0.00
Major Donors	29,000.00	10,500.00	(18,500.00)	92,000.00	76,011.05	(15,988.95)
Unsolicited	200.00	20.00	(180.00)	2,350.00	2,743.37	393.37
Baker Memorial Fund	0.00	0.00	0.00	0.00	0.00	0.00
Holmes Memorial Fund	0.00	0.00	0.00	0.00	0.00	0.00
Kurtz Memorial Fund	100.00	0.00	(100.00)	200.00	0.00	(200.00)
<b>Total Special Contributions</b>	39,800.00	11,410.00	(28,390.00)	132,400.00	94,657.42	(37,742.58)
<b>Special Event Income</b>						
House Parties	0.00	0.00	0.00	5,000.00	0.00	(5,000.00)
In-Kind Gifts or Services	0.00	0.00	0.00	0.00	0.00	0.00
Individual Donors	0.00	0.00	0.00	0.00	2,044.37	2,044.37
<b>Total Special Event Income</b>	0.00	0.00	0.00	5,000.00	2,044.37	(2,955.63)
 <b>Sub Total</b>	 74,300.00	 36,472.70	 (37,827.30)			
<b>Accumulative</b>	425,900.00	296,688.87	(129,211.13)	425,900.00	296,688.87	(129,211.13)



**RES INC.**  
**2012 Revised**  
**Income Projections**

	<b>FY 2012 Budget</b>	<b>YTD Actual</b>	<b>Revised Oct. - Dec. Projections</b>	<b>Revised 2012 Projection</b>	<b>2012 Budget Variance</b>	<b>2010 Actuals</b>	<b>2011 Actuals</b>	<b>2012 Projected</b>
<b>Income</b>								
<b>Internal Mailings</b>								
<b>Pledges</b>	157,000	76,218.80	\$55,500.00	131,718.80	(25,281.2)	147,302.00	145,355	131,718.80
<b>Newsletter</b>	50,000	24,028.48	\$14,500.00	38,528.48	(11,471.5)	40,952.00	44,233	38,528.48
<b>ABC/House Mailings</b>	250,000	74,452.92	\$118,369.38	192,822.30	(57,177.7)	176,637.00	239,385	192,822.30
<b>Total Internal Mailings</b>	457,000	174,700.20	\$188,369.38	363,069.58	(93,930.4)	364,891.00	428,972	363,069.58
<b>Prospecting</b>	76,000	25,286.88	\$39,900.00	65,186.88	(10,813.1)	66,479	67,939	65,186.88
<b>Special Contributions</b>								
<b>Estates</b>	40,000	4,473.00	\$0.00	4,473.00	(35,527.0)	373,753	55,000	4,473.00
<b>Board Fundraising</b>	2,000	0.00	\$0.00	0.00	(2,000.0)	0	1,196	0.00
<b>E-Fundraising Campaigns</b>	4,000	1,430.00	\$1,000.00	2,430.00	(1,570.0)	360	1,347	2,430.00
<b>Employer Matching Grants</b>	300	0.00	\$0.00	0.00	(300.0)	214	175	0.00
<b>Foundations</b>	15,000	10,000.00	\$5,000.00	15,000.00	0.0	2,000	34,494	15,000.00
<b>Major Donors</b>	290,000	76,011.05	\$315,320.00	391,331.05	101,331.1	274,153	265,493	391,331.05
<b>Unsolicited</b>	5,000	2,743.37	\$2,500.00	5,243.37	243.4	1,255	2,688	5,243.37
<b>Baker Memorial Fund</b>	1,000	0.00	\$7,500.00	7,500.00	6,500.0	0	150	7,500.00
<b>Holmes Memorial Fund</b>	150	0.00	\$0.00	0.00	(150.0)	225	40	0.00
<b>Kurtz Memorial Fund</b>	300	0.00	\$0.00	0.00	(300.0)	250	0	0.00
<b>Total Special Contributions</b>	357,750	94,657.42	\$331,320.00	425,977.42	68,227.4	652,210.00	360,582	425,977.42
<b>Special Event Income</b>								
<b>House Parties</b>	10,000	0.00	\$0.00	0.00	(10,000.0)	321.00	0	0.00
<b>In-Kind Gifts or Services</b>	0	0.00	\$0.00	0.00	0.0	0.00	0	0.00
<b>Individual Donors</b>	0	2,044.37	\$0.00	2,044.37	2,044.4	0.00	998	2,044.37
<b>Total Special Event Income</b>	10,000	2,044.37	\$0.00	2,044.37	(7,955.6)	321.00	998	2,044.37
<b>Sub Total</b>	<b>900,750</b>	<b>296,688.87</b>	<b>559,589.38</b>	<b>856,278.25</b>	<b>(44,471.7)</b>	<b>1,083,901.00</b>	<b>858,491.85</b>	<b>856,278.25</b>
<b>w/o Estate</b>						710,148.00	803,491.85	851,805.25



	YTD Budget	Actual	Variance	YTD 2010			YTD 2011			FY 2012		
Income				#	Total Gifts	Avg. Gift	#	Total Gifts	Avg. Gift	#	Total Gifts	Avg. Gift
<b>Internal Mailings</b>												
Pledges	101,500	76,219	(25,281)	1,723	93,337	54.17	1,607	94,713	58.94	1,424	76,219	53.52
Newsletter	35,500	24,028	(11,472)	582	22,612	38.85	538	32,273	59.99	620	24,058	38.80
ABC/House Mailings	116,000	74,453	(41,547)	1,372	75,809	55.25	1,377	107,486	78.06	1,390	68,708	49.43
Total Internal Mailings	253,000	174,700	(78,300)	3,677	191,758	52.15	3,522	234,472	66.57	3,434	168,985	49.21
Prospecting	35,500	25,287	(10,213)	761	29,646	38.96	1,023	31,586	30.88	860	25,287	29.40
<b>Special Contributions</b>												
Estates	25,000	4,473	(20,527)	1	610	610.00	1	5,000	5,000.00	1	4,473	4,473.00
Board Fundraising	1,200	0	(1,200)	0	0	0.00	0	0	0.00	0	0	0.00
E-Fundraising Campaigns	1,500	1,430	(70)	18	1,025	56.94	0	0	0.00	14	1,430	102.14
Employer Matching Grants	150	0	(150)	0	0	0.00	0	0	0.00	0	0	0.00
Foundations	10,000	10,000	0	0	0	0.00	0	0	0.00	0	0	0.00
Major Donors	92,000	76,011	(15,989)	29	97,949	3,377.54	20	66,399	3,319.97	41	76,011	1,853.93
Unsolicited	2,350	2,743	393	16	8,619	538.71	46	32,708	711.04	40	12,743	318.58
Baker Memorial Fund	0	0	0	0	0	0.00	0	0	0.00	0	0	0.00
Holmes Memorial Fund	0	0	0	0	0	0.00	0	0	0.00	0	0	0.00
Kurtz Memorial Fund	200	0	(200)	0	0	0.00	0	0	0.00	0	0	0.00
Total Special Contributions	132,400	94,657	(37,743)	64	108,203	1,690.67	67	104,107	1,553.84	96	94,657	986.01
<b>Special Event Income</b>												
House Parties	5,000	0	(5,000)	0	0	0.00	0	0	0.00	0	0	0.00
In-Kind Gifts or Services	0	0	0	0	0	0.00	0	0	0.00	0	0	0.00
Individual Donors	0	2,044	2,044	21	3,890	185.22	0	0	0.00	34	2,044	60.13
Total Special Event Income	5,000	2,044	(2,956)	21	3,890	185.22	0	0	0.00	34	2,044	60.13
Sub Total Accumulative	425,900	296,689	(129,211)	4,523	333,497	73.73	4,612	370,165	80.26	4,424	290,974	65.77



**RESIST, INC.**  
**Statement of Financial Position**  
**September 30, 2012 and 2011**

	<u>2012</u>	<u>2011</u>
<b>ASSETS</b>		
<b>CURRENT ASSETS:</b>		
Cash	\$53,810	(\$3,534)
Investments	471,099	661,281
Grants Receivable, Current	0	0
Prepaid Expenses, Inventory and Other Current Assets	19,797	13,019
Total Current Assets	<u>544,706</u>	<u>670,766</u>
 Property and Equipment, Net	 <u>3,119</u>	 <u>3,772</u>
 <b>OTHER ASSETS</b>		
Grants Receivable, Long-Term	0	0
Deposits	2,230	2,230
Total Other Assets	<u>2,230</u>	<u>2,230</u>
 Total Assets	 <u><u>\$550,055</u></u>	 <u><u>\$676,768</u></u>
<b>LIABILITIES AND NET ASSETS</b>		
<b>LIABILITIES</b>		
Grants Payable	\$84,300	\$92,000
Accounts Payable and Accrued Expenses	15,366	1,085
Accrued Payroll and Related Costs	12,382	7,893
Total Liabilities	<u>112,048</u>	<u>100,978</u>
 <b>NET ASSETS</b>		
Net Assets, Beginning of Year	777,440	841,947
Change in Net Assets	(339,432)	(266,157)
Net Assets, End of Period	<u>438,008</u>	<u>575,790</u>
 TOTAL LIABILITIES AND NET ASSETS	 <u><u>\$550,056</u></u>	 <u><u>\$676,768</u></u>



**RESIST, Inc.**  
**Statement of Activities - Short Form**  
**As of Spetember 30, 2012**

	YTD ACTUAL September 30	YTD BUDGET September 30	+/- BUDGET	ANNUAL BUDGET
<b>SUPPORT AND REVENUES</b>				
Internal Mailings	180,054	253,000	(72,946)	457,000
Prospecting	25,557	35,500	(9,943)	76,000
Special Contributions	88,637	132,400	(43,763)	357,750
Special Event Income	2,014	5,000	(2,986)	10,000
Misc. Revenue	1,297	830	467	2,170
Investment Income	2,762	3,797	(1,035)	5,500
Realized Gain (Loss)	1,092	2,700	(1,608)	3,000
Unrealized Gain (Loss)	20,433	13,000	7,433	20,000
	<u>321,846</u>	<u>446,227</u>	<u>(124,381)</u>	<u>931,420</u>
<b>Expense</b>				
<i>Fundraising</i>				
Internal Mailing Costs	25,750	31,705	(5,955)	46,250
Prospect Mailing Costs	35,103	37,050	(1,947)	76,750
Major Donor Costs	99	500	(401)	1,000
Special Event Costs	259	3,000	(2,741)	6,000
Misc. Fundraising Costs	6,249	4,722	1,527	6,350
<b>Total Fundraising Costs</b>	<u>67,460</u>	<u>76,977</u>	<u>(9,517)</u>	<u>136,350</u>
<i>Program</i>				
Grants Program	233,993	221,275	12,718	335,150
Communications Program	20,756	31,160	(10,404)	41,950
<b>Total Program Costs</b>	<u>254,749</u>	<u>252,435</u>	<u>2,314</u>	<u>377,100</u>
<i>Other</i>				
Personnel	268,048	262,549	5,499	350,241
General and Administrative	67,484	75,250	(7,766)	98,230
Board Expenses	1,537	2,250	(713)	3,300
<b>Total Other Costs</b>	<u>337,069</u>	<u>340,049</u>	<u>(2,980)</u>	<u>451,771</u>
<b>Total Expense</b>	<u>659,278</u>	<u>669,461</u>	<u>(10,183)</u>	<u>965,221</u>
<b>CHANGE IN NET ASSETS</b>	<b>(337,432)</b>	<b>(223,234)</b>	<b>(114,198)</b>	<b>(33,801)</b>
<b>NET ASSETS, BEGINNING OF YEAR</b>	<u>777,440</u>			<u>777,440</u>
<b>NET ASSETS, END OF YEAR</b>	<u>440,008</u>			<u>743,639</u>



**RESIST, Inc.**  
**Statement of Activities - Long Form**  
**As of September 30, 2012**

	YTD ACTUAL	YTD BUDGET	+/-	ANNUAL
	September 30	September 30	BUDGET	BUDGET
<b>SUPPORT AND REVENUES</b>				
<b>Internal Mailings</b>				
Pledges	76,473	101,500	(25,027)	157,000
Newsletter	24,027	35,500	(11,473)	50,000
ABC/House mailings	79,554	116,000	(36,446)	250,000
<b>Total Internal Mailings</b>	<b>180,054</b>	<b>253,000</b>	<b>(72,946)</b>	<b>457,000</b>
Prospecting	25,557	35,500	(9,943)	76,000
<b>Special Contributions</b>				
Bequests	4,473	25,000	(20,527)	40,000
Board Fundraising	125	1,200	(1,075)	2,000
E-Fundraising	1,205	1,500	(295)	4,000
Employer Matching Grants	600	150	450	300
Foundations	10,000	10,000	0	15,000
Major Donors	70,611	92,000	(21,389)	290,000
Unsolicited	1,273	2,350	(1,077)	5,000
Baker Memorial Fund	0	0	0	1,000
Cohen Memorial Fund	50	0	50	50
Holmes Memorial Fund	0	0	0	150
Kurtz Memorial Fund	300	200	100	300
<b>Total Special Contributions</b>	<b>88,637</b>	<b>132,400</b>	<b>(43,763)</b>	<b>357,800</b>
<b>Special Event Income</b>				
House Parties	0	5,000	(5,000)	10,000
Individual Donors	2,014	0	2,014	0
<b>Total Special Event Income</b>	<b>2,014</b>	<b>5,000</b>	<b>(2,986)</b>	<b>10,000</b>
<b>Misc. Revenue</b>				
Fiscal Sponsorship Fees	16	50	(34)	70
NWTRCC	320	800	(480)	1,500
Royalties	0	0	0	100
Merchandise Sales	961	980	(19)	1,500
Merchandise Expenses	0	(1,000)	1,000	(1,000)
<b>Total Other Revenue</b>	<b>1,297</b>	<b>830</b>	<b>467</b>	<b>2,170</b>
<b>Investment Income</b>				
Dividends and Interest	2,762	3,797	(1,035)	5,500
Realized Gain (Loss)	1,092	2,700	(1,608)	3,000
Unrealized Gain (Loss)	20,433	13,000	7,433	20,000
<b>Total Investment Income</b>	<b>24,287</b>	<b>19,497</b>	<b>4,790</b>	<b>28,500</b>
<b>Total Income</b>	<b>321,846</b>	<b>446,227</b>	<b>(124,381)</b>	<b>931,470</b>



**RESIST, Inc.**  
**Statement of Activities - Long Form**  
**As of September 30, 2012**

	YTD ACTUAL	YTD BUDGET	+/-	ANNUAL
	September 30	September 30	BUDGET	BUDGET
<b>Expense</b>				
<b>Fundraising Costs</b>				
<b>Internal Mailing Costs</b>				
<b>Pledge Program</b>				
Printing	750	1,100	(350)	1,750
Postage	1,792	1,740	52	2,500
Mailhouse	1,410	1,865	(455)	2,500
Consultant	0	0	0	0
<b>Total Pledge Program</b>	3,952	4,705	(753)	6,750
<b>ABC/House Mailings</b>				
Printing	5,685	7,000	(1,315)	10,000
Postage	3,603	5,000	(1,397)	7,000
Photos and Graphics	420	0	420	0
Mailhouse	3,440	4,000	(560)	7,500
Consultant	8,650	11,000	(2,350)	15,000
<b>Total ABC/House Mailings</b>	21,798	27,000	(5,202)	39,500
<b>Total Internal Mailing Costs</b>	25,750	31,705	(5,955)	46,250
<b>Prospect Mailing Costs</b>				
Printing	11,163	9,500	1,663	20,500
Postage	11,279	11,150	129	23,000
Mailhouse	4,842	4,000	842	9,000
Consultants	4,125	4,000	125	8,000
Photos and Graphics	350	800	(450)	1,250
List Rentals	3,345	7,600	(4,255)	15,000
<b>Total Prospect Mailing Costs</b>	35,104	37,050	(1,946)	76,750
<b>Major Donor Costs</b>				
Printing	0	0	0	500
Postage	99	500	(401)	500
<b>Total Major Donor Costs</b>	99	500	(401)	1,000
<b>Special Events</b>				
House Parties	76	3,000	(2,924)	6,000
Printing	0	0	0	0
Postage	184	0	184	0
<b>Total Special Events</b>	260	3,000	(2,740)	6,000
<b>Misc. Fundraising Costs</b>				
Administrative Fees	288	150	138	200
Books and Subscriptions	1,574	2,000	(426)	2,000
Equipment Rental and Maintenance	172	114	58	150
Printing	2,140	18	2,122	150
Postage	1,863	2,140	(277)	2,750
Promo Merchandise	115	0	115	500
Supplies	97	50	47	100
Travel and Meetings	0	250	(250)	500
<b>Total Misc. Fundraising Costs</b>	6,249	4,722	1,527	6,350
<b>Total Fundraising Costs</b>	67,462	76,977	(9,515)	136,350



**RESIST, Inc.**  
**Statement of Activities - Long Form**  
**As of September 30, 2012**

	YTD ACTUAL	YTD BUDGET	+/-	ANNUAL
	September 30	September 30	BUDGET	BUDGET
<b>Program Costs</b>				
<b>Communications Program</b>				
<b>Newsletter Costs</b>				
Printing	9,691	14,400	(4,709)	18,000
Postage	3,985	8,820	(4,835)	12,750
Mailhouse	5,747	5,040	707	7,500
Consultants	713	700	13	700
Photos and Graphics	0	260	(260)	400
<b>Total Newsletter Costs</b>	20,136	29,220	(9,084)	39,350
Website & Internet	620	1,940	(1,320)	2,600
<b>Total Communications Program</b>	20,756	31,160	(10,404)	41,950
<b>Grants Program</b>				
<b>Grant Allocations</b>				
General Support Grants	162,700	163,200	(500)	246,000
Multi-Year Grants	64,000	44,000	20,000	64,000
Accessibility Grants	0	4,000	(4,000)	4,000
Emergency Grants	1,500	2,000	(500)	3,500
Technical Assistance Grants	3,500	3,000	500	6,000
NWTRCC Grants	320	1,000	(680)	1,500
Baker Memorial Grant	0	0	0	500
Cohen Memorial Grant	0	0	0	500
Holmes Memorial Grant	0	0	0	500
Kurtz Memorial Grant	0	0	0	500
Salzman Memorial Grant	0	0	0	500
<b>Total Grant Allocations</b>	232,020	217,200	14,820	327,500
Equipment Rental	1,713	2,180	(467)	2,900
Library	0	0	0	0
Memberships and Dues	0	400	(400)	400
Printing	2	450	(448)	600
Postage	259	545	(286)	750
Travel and Meetings	0	500	(500)	3,000
Supplies	0	0	0	0
<b>Total Grants Program</b>	233,994	221,275	12,719	335,150
<b>Total Program Costs</b>	254,750	252,435	2,315	377,100
<b>Personnel</b>				
Employee Salaries	175,272	174,091	1,181	232,120
Payroll Taxes	15,256	15,667	(411)	20,890
Pension Plan Match	7,011	6,962	49	9,284
Health Insurance	69,555	65,079	4,476	86,772
Workers Compensation	454	0	454	425
Staff Development	500	750	(250)	750
<b>Total Personnel</b>	268,048	262,549	5,499	350,241
<b>General and Administrative</b>				
Advertising and Outreach	880	1,900	(1,020)	2,500
Books & Subscriptions	132	250	(118)	250
Depreciation and Amortization	0	0	0	750
<b>Dues, Fees and Fines</b>				
Bank & Credit Card Fees	5,481	3,555	1,926	6,500
Dues	0	200	(200)	200
Finance Charges	31	50	(19)	100
Fines	0	0	0	85
Late Fees	205	155	50	165
<b>Total Dues, Fees and Fines</b>	5,717	3,960	1,757	7,050



**RESIST, Inc.**  
**Statement of Activities - Long Form**  
**As of September 30, 2012**

	YTD ACTUAL	YTD BUDGET	+/-	ANNUAL
	September 30	September 30	BUDGET	BUDGET
Equipment Rental & Maintenance	1,151	1,550	(399)	2,000
Filing Fees - State	3,506	4,650	(1,144)	5,000
Insurance				
Director and Officers	2,225	2,400	(175)	2,400
Liability	697	750	(53)	750
Property	1,058	1,250	(192)	1,250
Total Insurance	3,980	4,400	(420)	4,400
Minor Office Equipment	284	0	284	1,000
Occupancy expenses				
Rent	34,065	36,023	(1,958)	48,030
Repairs and Maintenance	0	0	0	250
Utilities	1,878	2,910	(1,032)	3,500
Sub Lease (rent)	(13,400)	(15,075)	1,675	(20,100)
Sub Lease (utilities)	(569)	(1,125)	556	(1,500)
Total Occupancy expenses	21,974	22,733	(759)	30,180
Printing & Copying	0	500	(500)	650
Postage, Shipping, Delivery				
US Post Office	273	575	(302)	650
Postage Due/BRE Costs	2,880	3,200	(320)	5,000
Total Postage, Shipping, Delivery	3,153	3,775	(622)	5,650
Professional Fees				
Accounting	18,546	22,600	(4,054)	25,000
Brokerage fees	1,580	1,950	(370)	2,500
Consultant	1,876	0	1,876	1,000
Temporary Help	0	0	0	0
Total Professional Fees	22,002	24,550	(2,548)	28,500
Supplies	2,333	2,700	(367)	3,800
Telephone	1,526	2,062	(536)	2,750
Travel & Meeting Expenses				
Conference & Meeting Fees	0	250	(250)	500
Meals & Food	565	470	95	750
Travel	280	1,500	(1,220)	2,500
Total Travel & Meeting Expenses	845	2,220	(1,375)	3,750
Total General and Administrative	67,483	75,250	(7,767)	98,230
Board Expense				
Postage	23	30	(7)	50
Travel	1,203	1,650	(447)	2,500
Food	312	570	(258)	750
Total Board Expense	1,538	2,250	(712)	3,300
Total Expense	659,281	669,461	(10,180)	965,221
Net Ordinary Income	(337,435)	(223,234)	(114,201)	(33,751)
Total Increase (Decrease) in Net Assets	(337,435)	(223,234)	(114,201)	(33,751)
Net Assets, Beginning of Year	777,440			777,440
Net Assets, End of Period	440,005			743,689



**RES INC.**  
**Budget Overview 2012**

	<b>FY 2012</b>	<b>YTD Actual</b>	<b>Oct. - Dec. Projections</b>	<b>Total Projected for 2012</b>	<b>Year End Variance</b>	<b>2010 Actuals</b>	<b>Difference ('10 v '12)</b>
<b>Income</b>							
<b>Internal Mailings</b>							
Pledges	157,000	76,219	55,500	131,719	(25,281)	147,302	(15,583)
Newsletter	50,000	24,028	14,500	38,528	(11,472)	40,952	(2,424)
ABC/House Mailings	250,000	74,453	118,369	192,822	(57,178)	176,637	16,185
<b>Total Internal Mailings</b>	457,000	174,700	188,369	363,070	(93,930)	364,891	(1,821)
<b>Prospecting</b>	76,000	25,287	39,900	65,187	(10,813)	66,479	(1,292)
<b>Special Contributions</b>							
Estates	40,000	4,473	0	4,473	(35,527)	373,753	(369,280)
Board Fundraising	2,000	0	0	0	(2,000)	0	0
E-Fundraising Campaigns	4,000	1,430	1,000	2,430	(1,570)	360	2,070
Employer Matching Grants	300	0	0	0	(300)	214	(214)
Foundations	15,000	10,000	5,000	15,000	0	2,000	13,000
Major Donors	290,000	76,011	315,320	391,331	101,331	274,153	117,178
Unsolicited	5,000	2,743	2,500	5,243	243	1,255	3,988
Baker Memorial Fund	1,000	0	7,500	7,500	6,500	0	7,500
Holmes Memorial Fund	150	0	0	0	(150)	225	(225)
Kurtz Memorial Fund	300	0	0	0	(300)	250	(250)
<b>Total Special Contributions</b>	357,750	94,657	331,320	425,977	68,227	652,210	(226,233)
<b>Special Event Income</b>							
House Parties	10,000	0	0	0	(10,000)	321	(321)
In-Kind Gifts or Services	0	0	0	0	0	0	0
Individual Donors	0	2,044	0	2,044	2,044	0	2,044
<b>Total Special Event Income</b>	10,000	2,044	0	2,044	(7,956)	321	1,723
<b>Sub Total</b>	<b>900,750</b>	<b>296,689</b>	<b>559,589</b>	<b>856,278</b>	<b>(44,472)</b>	<b>1,083,901</b>	<b>(227,623)</b>
<b>Accumulative</b>							



The Development Committee reviewed and approved the following Development Report to be forwarded to the full Board.

Development Report  
October 2012

Attached is an Income Report (January 1 – September 30, 2012) and a Revised Income Projection for 2012.

Here is an overview...

<b>Pledge</b>	<b>Total Contributions</b>	<b># of Gifts</b>	<b>Average Gift</b>
2012	\$76,468.80	1,425	\$53.66
2011	\$94,712.87	1,607	\$58.94

As you can see, our income from pledge contributors is down. We had actually budgeted for an increase of \$10,000 over last year. I had planned to do a big pledge drive this summer, but unfortunately was not able to implement the drive due to being out most of the summer. This year, as I was cleaning up the pledge list, I shifted a number of pledge donors who had lapsed or were late out of "pledge contributors" to the "donor" category. They received the renewal letter. A number of them, who were not responding to the pledge reminders, gave in response to the renewal letter.

We expect to make up for loss of income from pledge contributors, by the end of the year, in increases in renewal or major donor income.

<b>Newsletter</b>	<b>Total Contributions</b>	<b># of Gifts</b>	<b>Average Gift</b>
2012	\$29,058	621	\$46.79
2011	\$32,273	538	\$59.99

Newsletter income is down in part due to the timing of the Newsletters. We were late sending out the July/August and the Sept./Oct. issues. We expect to make up for some of the loss by the end of the year. We are doing many more fundraising and issue based emails, which are bringing in a steady stream of income.

<b>Renewals (ABC)</b>	<b>Total Contributions</b>	<b># of Gifts</b>	<b>Average Gift</b>
2012	\$71,253	1,433	\$49.72
2011	\$107,486	1,377	\$78.05

This year the response rate for our spring and summer appeal letters was much higher. However, the average contributions were much lower. I think the lower contributions reflect people feeling a need to make election related contributions. The good news is that our donor base is growing and we have loyal donors, who continue to give, even in an election year.



Also, a few of our donors have moved out of this category to becoming major donors. This year 100 people have moved up to the major donor category, based on their giving last year; which is reflected in the projected increase income from major donors.

<b>Acquisition</b>	Total Contributions	# of Gifts	Average Gift
2012	\$25,287	860	\$29.40
2011	\$31,586	1,023	\$30.87

While average donations were close to last years, the response rate was lower for this year's spring prospecting letter. I attribute the lower response to people choosing to support political campaigns over new causes.

<b>Major Donors</b>	Total Contributions	# of Gifts	Average Gift
2012	\$71,511	41	\$1,744
2011	\$66,399	20	\$3,320

As I mentioned earlier, we added a 100 new major donors this year. The average contribution is down due to two contributions which have not come in this year - \$30,000 from Thomas (I spoke with him and he said he plans to give the same amount this year) and 34,000 for Jay (who will not be giving again. However, with the increased number of donors we expect to not only meet our goal, but to exceed it by over \$100,000.

In addition to a pledge drive and events planning, I had planned on reaching out to some of our major donor who had not giving yet this year. The plan was to call or write people over the summer. We had to postpone that and will do targeted phone and letter writing effort in Mid-October.

### **Events**

We had budgeted to raise \$10,000 from event this year. Unfortunately, due to my absence I was unable to do the planning during the summer that would have been necessary to pull off successful events in the fall. The event hosted by Marc and Cynthia raised over \$2,000 and we hope to do a couple of smaller local events that might raise another \$1,000.

### **Revised Projections for 2012**

I expect we will make up most of the shortfall by the end of the year. My revised projections for Renewals, Prospects and Major Donors are based on the number of people receiving mailing, the response rates and average contributions. While not perfect, this has been a fairly reliable way to project our income. The revised projection is adjusted for a lower response rate and lower average contributions we are getting this year.

Even though we are behind our income goal, we expect to end ahead of last year (if we remove bequests), one of our best years ever. We probably projected a much larger increase, over last year, than maybe we should have in an election year.



**Staff Meeting  
Minutes  
10/3/2012**

Present: Ravi, Saif, Yafreisy (minutes), Robin

The entire staff meeting was devoted to an analysis of RESIST's current financial position and the question of raising any need for change with the Finance Committee.

The Finance Committee had asked the staff to look at each relevant expense category and come back with a report of what may be able to be cut and what areas require monitoring.

*See Narrative Attached*

As of this moment, the un-reconciled financial statements show RESIST is approximately \$124,000 behind where we anticipated being at this point.

Expense Review

Fundraising costs are \$10,000 under budget based upon the timing of invoices and special events, including house parties, which will not happen. At least \$6,000 of house party costs will not be incurred in 2012.

Grant expenditures are \$14,000 over budget – all of which has been authorized by the Board.

*Newsletter* costs are down \$10,000 which represents the fact that the July/August issue of the *Newsletter* was mailed at the end of September and the September/October issue of the *Newsletter* will probably not be mailed until the end of October. After receipt of invoices for the September/October issue, *Newsletter* expenses will revert to budgeted amounts.

General and Administrative costs are down about \$7,000 and Personnel costs are up approximately \$5,500. The majority of the increase is health insurance overages. Approximately \$1,200 can be attributed to the raise the Board voted to phase in for Yafreisy.

Due to the increase in credit card donations, bank and credit card fees are almost \$1,200 over budget. The good news is that there are more on-line donors. The mixed news is that the donations are not as high as would be like for each new donor.

Charitable registration filing fees are down- perhaps due to the fact that now most filings are renewals rather than new filings.

Accounting fees are down \$4,054. With more streamlined accounting practices, audit costs were lower than anticipated last year.

The financial snapshot for expenses at this moment shows RESIST to be within tolerable limits of the expense budget.

Income Review

Overall, we are behind by \$114,198.

Over \$185,000 has been transferred from investments to Eastern Bank to cover operating expenses. It important to note that RESIST is coming close to the net asset level that the Board voted could not be gone below. Temporarily restricted net assets must remain above \$350,000.

While a \$6,000 savings from canceling house parties for 2012 will be expected – it is offset by a corresponding drop of \$5,000 in anticipated revenues from those house parties.



It seems likely that the *Newsletter* income, which is behind by about \$11,500, will even out at the end of October.

Ravi anticipates that internal mailing contributions will be down approximately \$103,000. However, he sees this as balanced by potential major donor income which he hopes will exceed budget by \$101,000.

Ravi bases this prediction upon an extensive review of current donations and giving patterns of donors over the last quarter of the year. In addition, a number of pledge donors have been removed from the program and transferred into renewal givers. These donors had not been giving according to their pledge schedule for long periods of time. By returning them to the general donor pool they received the renewal mailing and some have already chosen to donate in that form from now on. A number of renewal donors have been re-classified as major donors – which partially explains the shift in donation numbers already being observed.

This spring, neither the prospect nor the renewal mailing performed well. Ravi will be meeting with Nancy Greenhouse to sort things out for the rest of the year and begin thinking about next year.

This fall, there will be an additional 15,000 prospects that will go out over the regular figure. This is paid for by the decision not to do an e-fundraising campaign (which was budgeted for \$10,000).

There will be a deficit for 2012 – but in an election year it is not terribly surprising.

Recommendations for the rest of 2012:

1. Live within the rest of the grant budget and do not incur additional costs.
2. Staff will not incur any additional large unnecessary expenses.
3. If additional costs will be incurred – project the future benefit in terms of income (e.g. 15,000 additional prospect drop – cost to be recouped by 150 new donors).



# RESIST Finance Narrative

## January 1, 2012, to September 30, 2012

*Accompanies Statement of Net Assets and Statement of Activities*

### BIG PICTURE

Our *net income* (income less expenses) for January 1, 2012, through September 30, 2012, was a *loss* of about \$337,435. In our annual budget for this time period, we expected to have a net loss of \$223,234 - which means that we are \$114,201 behind where we expected to be at this time.

*Income* is lower than expected by \$124,381. *Expenses* are approximately \$10,180 lower than anticipated. This means we have a difference of approximately \$114,201 between where we expected to be at this time and where we actually are.

In our 2012 annual budget, RESIST planned to utilize \$40,000 from two bequests to cover the anticipated shortfall. \$30,000 will be from the Ed Baker Bequest to pay for additional grant spending. \$10,000 will be a loan from the Phillip Schleimer Bequest for new fundraising initiatives and to cover increased fundraising personnel costs.

### STATEMENT OF NET ASSETS (ITEM A)

At this time, we have assets of approximately \$550,056. This is about \$126,712 *less* than we had at this time in 2011. The decrease in assets is primarily due to: 1) the Board authorization of approximately \$12,000 in additional grant spending; 2) lower expense spending of approximately \$10,000; and 3) a shortfall of \$124,381 in income at this point in time.

*Note:* RESIST is coming close to the net asset level that the Board voted could not be gone below. Temporarily restricted net assets must remain above \$350,000.

### STATEMENT OF NET ACTIVITIES (ITEM B)

#### **Revenue:**

Revenue is about \$124,381 **lower** than budgeted: \$321,846 actual vs. \$446,227 in the budget.

#### Gifts and Pledges: \$126,652 lower than budgeted

- *Internal mailing* contributions are approximately \$72,946 less than budgeted. Income from the pledge program is \$25,027 lower than expected. Appeals to current donors are \$36,446 less than expected. Revenue from the *Newsletter* is \$6,927 less than expected.
- *Prospect mailing* contributions are \$9,943 under budget.
- *Special Contributions* are \$43,763 lower than budgeted.

*Board Fundraising* is \$1,075 less than budgeted.

*Unsolicited Gifts* (donations under \$500) were \$1,077 less than expected.

*Major Donor* gifts underperformed budget expectations by \$21,389. Just a reminder that there has been a change in classification of donations over \$500. A significant number of current Major Donor donations were previously categorized as Internal Mailing or Unsolicited gifts.



One *Foundation Gift* of \$10,000 has been received from the Bardon-Cole Foundation.

No *Bequests* have been received yet, putting us \$20,527 behind budget. However RESIST received notice of a \$1,000 bequest from the Trust of Carol K. Capizzi. The trust is currently tied up in legal proceedings and it is unclear when the bequest will be received. Nancy Baker also notified the office that there will be a final distribution from the Estate of Ed Baker this year. She anticipates the amount to be between \$5,000 and \$15,000.

Bottom Line: Gifts and Pledges are significantly underperforming. Over 200 major donors did not receive the March renewal appeal. They received a separate appeal in May and returns are only now beginning to even out. One major donor who had contributed \$30,000 by this point last year has not made any donations at this time.

Investment Income: \$4,790 higher than budgeted

- *Interest and dividends* are \$1,035 under budget.
- *Realized gains or losses* on the sale of investments are a gain of \$1,608 under budget.
- *Unrealized gains or losses* on investments are a gain of \$7,433 over budget.

Bottom Line: September investment income has *not* been reconciled. These numbers reflect market conditions as of September 30, 2012. \$185,000 has been transferred from RESIST's investment accounts at Morgan Stanley to Eastern Bank in order to cover income shortfalls. With \$185,000 less in invested assets, it is unclear that investment income budget numbers will be achieved by year end.

***Expenses:***

Expenses are about \$10,180 less than budgeted: \$659,281 actual vs. \$669,461 in the budget.

Fundraising expenses: \$9,517 less than budgeted

- *Internal mailing* costs are about \$5,955 under the budgeted amount (pledge: \$753, ABC: \$5,202). This reflects minor discrepancies in the timing of receipt and payment for new 2012 bills. It is anticipated that these numbers will return to budget during October.
- *Prospect mailing* costs are about \$1,946 under the budgeted amount. This also reflects discrepancies in the timing of receipt and payment for new 2012 bills.
- *Special Event* costs are \$2,740 under the budgeted amount. This reflects the fact that RESIST has not held any house parties that were budgeted for 2012. While a \$6,000 savings from canceling house parties for 2012 will be expected – it is offset by a corresponding drop of \$5,000 in anticipated revenues from those house parties.
- *Misc, fundraising costs* are approximately \$1,527 over budget. This is primarily due to special printing costs that were incurred for “thank you” letterhead.

Program expenses: \$2,314 more than budgeted

- *Grants Program* allocations are \$14,820 over budget. At this time, General Support grants are \$500 under budget and Multi-Year grants are \$20,000 over. Accessibility grants are \$4,000 under budget. Technical Assistance grants are \$500 more than budgeted. Emergency grants are \$500 under budget.

During 2012, the Board has authorized this additional spending during regular Board meetings.



- *Newsletter* costs are \$9,084 less than budgeted due to the timing of the last two issues. The July/August issue of the *Newsletter* was mailed at the end of September. The September/October issue of the *Newsletter* will probably not be mailed until the end of October. After receipt of invoices for the September/October issue, *Newsletter* expenses will revert to budgeted amounts.
- *Web site* expenses are \$1,320 under budget due to timing of consultant's availability to perform contracted work.

Administrative Expenses: \$5,555 more than budgeted

- *General and Administrative* expenses are \$7,766 less than budgeted. Advertising costs are \$1,020 lower than expected. State charitable registration filing fees are \$1,144 lower than expected. Accounting fees are \$4,054 lower than expected. Travel and meeting expenses are \$1,375 lower than expected.

Bank and Credit Card fees are \$1,296 higher than expected. This is due to the increase in credit card donations. The good news is that there are more on-line donors. The mixed news is that the donations are not as high as would be like for each new donor.

- *Personnel* expenses are \$5,499 more than budgeted.

*Personnel costs* (excluding health insurance) are \$1,023 over budget. This is attributed to the raise the Board voted to phase in for Yafreisy.

*Health insurance* costs are \$4,476 over budget.



**RESIST, INC.**  
**Statement of Financial Position**  
**September 30, 2012 and 2011**

	<u>2012</u>	<u>2011</u>
<b>ASSETS</b>		
<b>CURRENT ASSETS:</b>		
Cash	\$53,810	(\$3,534)
Investments	471,099	661,281
Grants Receivable, Current	0	0
Prepaid Expenses, Inventory and Other Current Assets	19,797	13,019
Total Current Assets	<u>544,706</u>	<u>670,766</u>
Property and Equipment, Net	<u>3,119</u>	<u>3,772</u>
<b>OTHER ASSETS</b>		
Grants Receivable, Long-Term	0	0
Deposits	2,230	2,230
Total Other Assets	<u>2,230</u>	<u>2,230</u>
Total Assets	<u><u>\$550,055</u></u>	<u><u>\$676,768</u></u>
<b>LIABILITIES AND NET ASSETS</b>		
<b>LIABILITIES</b>		
Grants Payable	\$84,300	\$92,000
Accounts Payable and Accrued Expenses	15,366	1,085
Accrued Payroll and Related Costs	12,382	7,893
Total Liabilities	<u>112,048</u>	<u>100,978</u>
<b>NET ASSETS</b>		
Net Assets, Beginning of Year	777,440	841,947
Change in Net Assets	(339,432)	(266,157)
Net Assets, End of Period	<u>438,008</u>	<u>575,790</u>
TOTAL LIABILITIES AND NET ASSETS	<u><u>\$550,056</u></u>	<u><u>\$676,768</u></u>



**RESIST, Inc.**  
**Statement of Activities - Short Form**  
**As of Spetember 30, 2012**

	YTD ACTUAL September 30	YTD BUDGET September 30	+/- BUDGET	ANNUAL BUDGET
<b>SUPPORT AND REVENUES</b>				
Internal Mailings	180,054	253,000	(72,946)	457,000
Prospecting	25,557	35,500	(9,943)	76,000
Special Contributions	88,637	132,400	(43,763)	357,750
Special Event Income	2,014	5,000	(2,986)	10,000
Misc. Revenue	1,297	830	467	2,170
Investment Income	2,762	3,797	(1,035)	5,500
Realized Gain (Loss)	1,092	2,700	(1,608)	3,000
Unrealized Gain (Loss)	20,433	13,000	7,433	20,000
	<u>321,846</u>	<u>446,227</u>	<u>(124,381)</u>	<u>931,420</u>
<b>Expense</b>				
<i>Fundraising</i>				
Internal Mailing Costs	25,750	31,705	(5,955)	46,250
Prospect Mailing Costs	35,103	37,050	(1,947)	76,750
Major Donor Costs	99	500	(401)	1,000
Special Event Costs	259	3,000	(2,741)	6,000
Misc. Fundraising Costs	6,249	4,722	1,527	6,350
<b>Total Fundraising Costs</b>	<u>67,460</u>	<u>76,977</u>	<u>(9,517)</u>	<u>136,350</u>
<i>Program</i>				
Grants Program	233,993	221,275	12,718	335,150
Communications Program	20,756	31,160	(10,404)	41,950
<b>Total Program Costs</b>	<u>254,749</u>	<u>252,435</u>	<u>2,314</u>	<u>377,100</u>
<i>Other</i>				
Personnel	268,048	262,549	5,499	350,241
General and Administrative	67,484	75,250	(7,766)	98,230
Board Expenses	1,537	2,250	(713)	3,300
<b>Total Other Costs</b>	<u>337,069</u>	<u>340,049</u>	<u>(2,980)</u>	<u>451,771</u>
<b>Total Expense</b>	<u>659,278</u>	<u>669,461</u>	<u>(10,183)</u>	<u>965,221</u>
<b>CHANGE IN NET ASSETS</b>	<u>(337,432)</u>	<u>(223,234)</u>	<u>(114,198)</u>	<u>(33,801)</u>
<b>NET ASSETS, BEGINNING OF YEAR</b>	<u>777,440</u>			<u>777,440</u>
<b>NET ASSETS, END OF YEAR</b>	<u>440,008</u>			<u>743,639</u>



**RESIST, INC.**  
**Budget Overview 2012**

	<b>FY 2012</b>	<b>YTD Actual</b>	<b>Oct. - Dec. Projections</b>	<b>Total Projected for 2012</b>	<b>Year End Variance</b>	<b>2010 Actuals</b>	<b>Difference ('10 v '12)</b>
<b>Income</b>							
<b>Internal Mailings</b>							
Pledges	157,000	76,219	55,500	131,719	(25,281)	147,302	(15,583)
Newsletter	50,000	24,028	14,500	38,528	(11,472)	40,952	(2,424)
ABC/House Mailings	250,000	74,453	118,369	192,822	(57,178)	176,637	16,185
<b>Total Internal Mailings</b>	457,000	174,700	188,369	363,070	(93,930)	364,891	(1,821)
Prospecting	76,000	25,287	39,900	65,187	(10,813)	66,479	(1,292)
<b>Special Contributions</b>							
Estates	40,000	4,473	0	4,473	(35,527)	373,753	(369,280)
Board Fundraising	2,000	0	0	0	(2,000)	0	0
E-Fundraising Campaigns	4,000	1,430	1,000	2,430	(1,570)	360	2,070
Employer Matching Grants	300	0	0	0	(300)	214	(214)
Foundations	15,000	10,000	5,000	15,000	0	2,000	13,000
Major Donors	290,000	76,011	315,320	391,331	101,331	274,153	117,178
Unsolicited	5,000	2,743	2,500	5,243	243	1,255	3,988
Baker Memorial Fund	1,000	0	7,500	7,500	6,500	0	7,500
Holmes Memorial Fund	150	0	0	0	(150)	225	(225)
Kurtz Memorial Fund	300	0	0	0	(300)	250	(250)
<b>Total Special Contributions</b>	357,750	94,657	331,320	425,977	68,227	652,210	(226,233)
<b>Special Event Income</b>							
House Parties	10,000	0	0	0	(10,000)	321	(321)
In-Kind Gifts or Services	0	0	0	0	0	0	0
Individual Donors	0	2,044	0	2,044	2,044	0	2,044
<b>Total Special Event Income</b>	10,000	2,044	0	2,044	(7,956)	321	1,723
<b>Sub Total</b>	<b>900,750</b>	<b>296,689</b>	<b>559,589</b>	<b>856,278</b>	<b>(44,472)</b>	<b>1,083,901</b>	<b>(227,623)</b>
<b>Accumulative</b>							



**RES INC.**  
**Budget Overview 2012**

	September 12 Budget	Actual	Variance	YTD Budget	Actual	Variance
<b>Income</b>						
<b>Internal Mailings</b>						
Pledges	22,000.00	9,599.50	(12,400.50)	101,500.00	76,218.80	(25,281.20)
Newsletter	6,500.00	4,198.00	(2,302.00)	35,500.00	24,028.48	(11,471.52)
ABC/House Mailings	5,000.00	10,690.20	5,690.20	116,000.00	74,452.92	(41,547.08)
<b>Total Internal Mailings</b>	33,500.00	24,487.70	(9,012.30)	253,000.00	174,700.20	(78,299.80)
<b>Prospecting</b>	1,000.00	575.00	(425.00)	35,500.00	25,286.88	(10,213.12)
<b>Special Contributions</b>						
Estates	10,000.00	0.00	(10,000.00)	25,000.00	4,473.00	(20,527.00)
Board Fundraising	0.00	0.00	0.00	1,200.00	0.00	(1,200.00)
E-Fundraising Campaigns	500.00	890.00	390.00	1,500.00	1,430.00	(70.00)
Employer Matching Grants	0.00	0.00	0.00	150.00	0.00	(150.00)
Foundations	0.00	0.00	0.00	10,000.00	10,000.00	0.00
Major Donors	29,000.00	10,500.00	(18,500.00)	92,000.00	76,011.05	(15,988.95)
Unsolicited	200.00	20.00	(180.00)	2,350.00	2,743.37	393.37
Baker Memorial Fund	0.00	0.00	0.00	0.00	0.00	0.00
Holmes Memorial Fund	0.00	0.00	0.00	0.00	0.00	0.00
Kurtz Memorial Fund	100.00	0.00	(100.00)	200.00	0.00	(200.00)
<b>Total Special Contributions</b>	39,800.00	11,410.00	(28,390.00)	132,400.00	94,657.42	(37,742.58)
<b>Special Event Income</b>						
House Parties	0.00	0.00	0.00	5,000.00	0.00	(5,000.00)
In-Kind Gifts or Services	0.00	0.00	0.00	0.00	0.00	0.00
Individual Donors	0.00	0.00	0.00	0.00	2,044.37	2,044.37
<b>Total Special Event Income</b>	0.00	0.00	0.00	5,000.00	2,044.37	(2,955.63)
 <b>Sub Total</b>	 74,300.00	 36,472.70	 (37,827.30)			
<b>Accumulative</b>	425,900.00	296,688.87	(129,211.13)	425,900.00	296,688.87	(129,211.13)